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March 30, 1959

# RAILWAY AGE *weekly*

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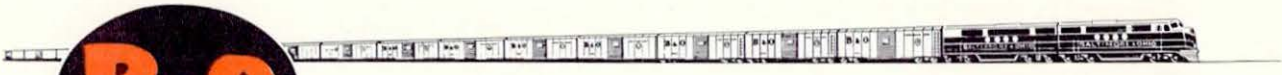

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RAILWAY AGE *weekly* March 30, 1959 • Vol. 146, No. 13

# Week at a Glance

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**RRs gird for Seaway battle** ..... p. 9

No one knows, for sure, what changes it may bring in rate structures, traffic patterns. There are still a lot of unresolved questions. Answers are probably three or more years away.

**Cover Story—Shippers like special-device cars** ..... p.13

Railroads and shippers have enlisted special-device cars in the unending fight on damage and today's shippers are happy with the results. Only complaint is, there's not enough cars to meet the demand.

**Cover Story—Seatrain's new Seamobile goes to work** ..... p.16

Seamobile units are latest step in transportation's trend to containers. Seatrain has them in service between New York and Texas City, Tex. Expansion to other ports is planned.

**Cover Story—NYC agents train themselves** ..... p.21

The New York Central has developed a home study course to help employees help themselves. Employees helped write the text—and more than 2,500 are now enrolled.

**Rubber 'pillows' cut damage** ..... p.24

More shippers are using inflatable pneumatic dunnage. As acceptance grows, some roads are running tests of their own. The bags do prevent damage but there's a question as to who will supply them.

**Dempster Dinosaur loads itself** ..... p.32

New ideas continue to show up as engineers try to marry rail-truck service with interchangeable equipment. Latest plan, using a versatile truck chassis, was demonstrated in Philadelphia last week.

**New machine speeds tie jobs** ..... p.38

Providing customer service and keeping costs in hand are tasks that challenge the whole railroad. Here's an example from the Santa Fe: a new machine that unloads ties fast, saves money and, in the long run, is another plus for shippers.

**Germany likes containers** ..... p.41

Interest in containers isn't local to the U.S. The German Federal Railroad has been working with them since 1949. Today, there's growing emphasis on international shipments.

# Buffalo Flour Millers specify Freight Liner FOR BOXCARS

**CASE HISTORY #1:** A year ago, the Buffalo Creek Railroad decided to try ADM Freight Liner 810 for upgrading BCK boxcars used in supplying their milling trade at Buffalo, N.Y. Before using, the liner was tested and approved by one of the major milling companies.

Now, after nine months, the use of Freight Liner has proved highly satisfactory. It has worked so well, in fact, that another large Buffalo milling firm has asked that Freight Liner be used in cars supplied to them.

Railroads like Freight Liner 810 for a variety of reasons. It is quick and easy to apply. (Two men can upgrade 30 cars a day). It is inexpensive. (Total cost for spot patching is less than 15 cents a square foot). And Freight Liner is both versatile and durable. It can be used to patch corners, ends and walls, and even works fine for resurfacing floors.

Shippers like Freight Liner because the smooth, tight, interior gives top-notch sanitary protection.

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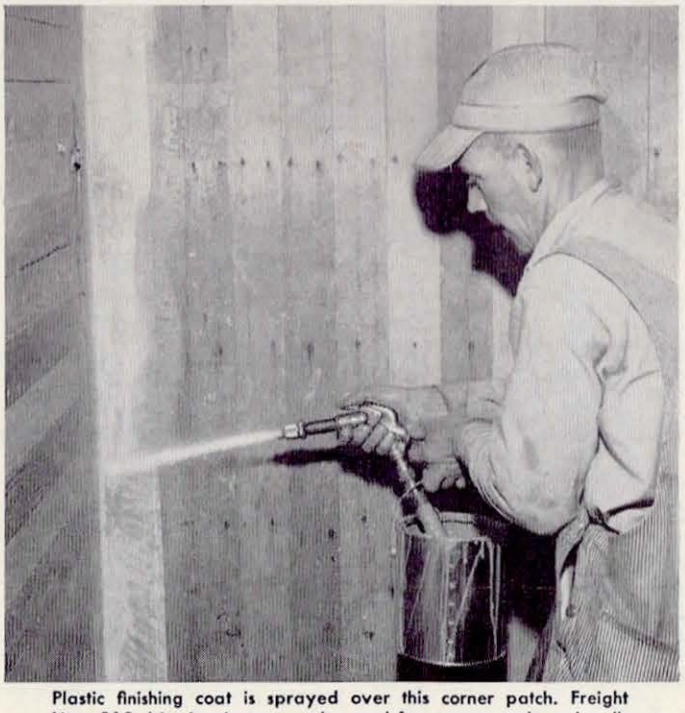
Plastic material is quickly sprayed around break in boxcar wall before applying fiberglass cloth. Freight Liner provides a smooth, tight interior, offers top-notch sanitary protection.



Plastic finishing coat is sprayed over this corner patch. Freight Liner 810 dries in minutes, can be used for corners, ends and walls . . . even works fine for resurfacing floors.

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## Week at a Glance CONT.

## Current Statistics

| | |
|---|---|
| Operating revenue | |
| 1 mo., 1959 | $784,227,845 |
| 1 mo., 1958 | 779,752,776 |
| Operating expenses | |
| 1 mo., 1959 | 644,544,329 |
| 1 mo., 1958 | 651,090,608 |
| Taxes | |
| 1 mo., 1959 | 78,905,591 |
| 1 mo., 1958 | 73,375,829 |
| Net railway operating income | |
| 1 mo., 1959 | 36,160,074 |
| 1 mo., 1958 | 31,914,879 |
| Net income estimated | |
| 1 mo., 1959 | 22,000,000 |
| 1 mo., 1958 | 18,000,000 |
| Average price 20 railroad stocks | |
| March 24, 1959 | 108.10 |
| March 25, 1958 | 70.19 |
| Carloadings revenue freight | |
| Eleven weeks, 1959 | 6,224,753 |
| Eleven weeks, 1958 | 5,911,791 |
| Freight cars on order | |
| March 1, 1959 | 28,789 |
| March 1, 1958 | 43,750 |
| Freight cars delivered | |
| 2 months, 1959 | 4,426 |
| 2 months, 1958 | 12,535 |


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**New liner, doorposts shown in GN car** ..... p.48

Stran-Steel products reportedly lengthen car life, reduce maintenance costs, and permit greater diversity in box-car lading.

**Teamsters lose TOFC fight** ..... p.57

The right of Consolidated Freightways to route traffic via piggyback has been upheld by a labor arbitrator, and confirmed by an agreement with the union.

**N&W: 'Looking to the future'** ..... p.58

Norfolk & Western is "planning for growth" with a heavy investment in modern equipment. What the prosperous N&W is doing now shows what a prosperous industry could be doing to gear itself for the bigger transportation job that lies ahead.

**The Action Page—To get 'perfect'—make it pay** ..... p.70

Perfect shipping has an economic reward—everybody profits when it is attained. That being so, wouldn't economic incentives put new life in the fight against damage?


### *Short and Significant*

**Milwaukee directors have voted . . .**

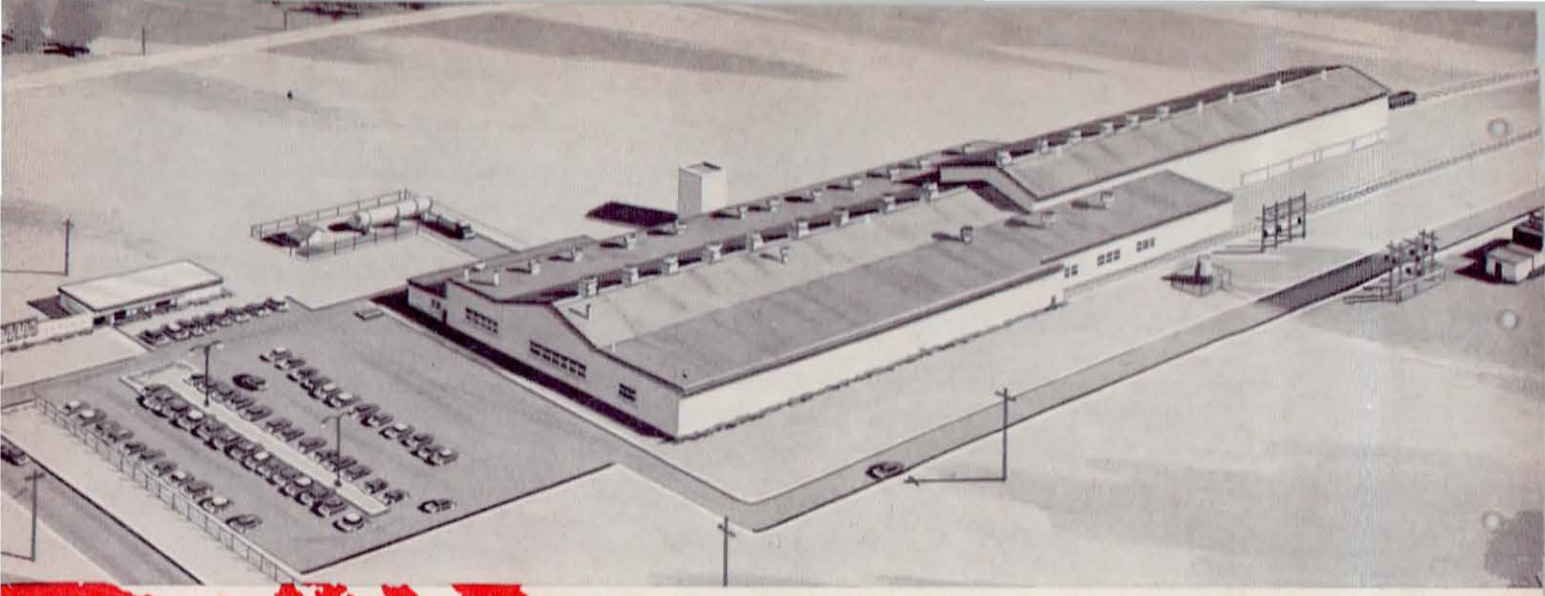
to increase board membership by three (to 22) in apparent recognition of recent substantial stock purchases by an eastern group. All present directors whose terms expire this year have also been nominated for reelection by the stockholders May 12.

**L&N President John E. Tilford . . .**

will retire this year, along with J. K. Dent, vice president—traffic. Successors will be named at the company's annual meeting April 1. Mr. Tilford, president of Louisville & Nashville since 1950, is expected to remain as a director and as chairman of the road's advisory committee.

**Shippers who now use tank cars . . .**

are eyeing the potential advantages of using rail TOFC service. A Motor Carriers Association committee recently started studying the problems and possibilities involved in designing a tank trailer acceptable for piggyback movement. One major shipper sees development of the idea coming within four to five years. It would, he believes, give bulk liquid shippers speed and flexibility of service to points where rail carload service is infrequent or non-existent.



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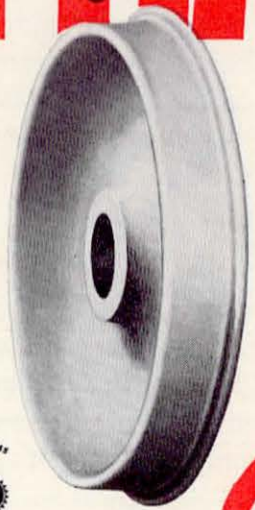

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# RRs Gird for Seaway Battle

Nobody knows just what it will mean. Eastern roads see it as a new competitor, will cut rates, if necessary, to hold traffic. Western lines see possible benefits, still take kid-glove approach.

► **The Story at a Glance: Any day now, the coming of spring will free the St. Lawrence from its annual winter-long deep-freeze. When that happens, the new 27-ft Seaway, built after decades of talk and years of work, will be open for business.**

**Nobody knows, yet, just how much traffic it will carry. Nobody knows, either, what effect it will have on existing carriers or on long-established traffic patterns. Final answers to those questions are probably three years—or more—away.**

**Inevitably, however, eastern railroads see the Seaway as "real competition." To meet it, they are preparing, if necessary, to make what could be their most significant series of rate adjustments.**

**Western roads, on the other hand, think they may eventually profit from the Seaway. But they are wary in their approach to it. Eager as they may be for whatever traffic it may generate for them, they are cautious about the obstacles that lie in the way.**

"We aren't going to wait until the St. Lawrence Seaway has already taken a lot of traffic away from us and then try to get it back. That's what we did when truck competition came along, and we learned the hard way that it's easier to make rate adjustments that will keep traffic on the rails than to lure it back once it's left."

That statement, by E. V. Hill, chairman, Traffic Executive Association—Eastern Railroads, sums up the attitude with which those roads are approaching the competitive problems created for them by the soon-to-be-opened St. Lawrence Seaway.

Confirmation of Mr. Hill's views comes from A. E. Baylis, New York Central vice president, freight sales and services: "We can expect many adjustments in long-haul rates." It comes also from J. D. Finley, assistant general manager, freight rates, of the Pennsylvania: "There will have to be a substantial number of rate reductions, perhaps in substantial amounts."

But no one is able, now, to say where those reductions will be made, how deep they will be, or when they may be put into effect. There are too few known factors in the overall equation; too many unknowns, which aren't likely to be fully resolved for at least three years and possibly very much longer.

So far, at least, as eastern railroads are concerned, the known factors pretty much simmer down to these:

(1) The Seaway is going to offer new and dangerous competition — "Probably," says Mr. Baylis, "as great as any we've ever faced."

(2) The railroads, already hard-pressed financially, can't afford to lose to it any substantial volume of profitable traffic. At the same time, also for financial reasons, they can't afford to cut rates any more sharply than is necessary to hold traffic.

(3) Up to now, eastern railroads are disposed to stick together. In the words of a Baltimore & Ohio spokesman, for example: "We'll go along with the Traffic Executive Association, predicating our action on that taken by other eastern railroads." Here and there, of course, there may have to be some independent moves. The NYC, for example, has recently cut rates on bauxite to Niagara Falls by 25%—but that step, while it may help stave off Seaway competition, was impelled primarily by other considerations.

### *Bulk Freight*

The "first big battle," as one eastern rail traffic executive describes it, will be fought over the 4,000,000 or more tons of grain exported annually from Seaway-tributary territory. This week (March 31) eastern lines will hold a public hearing at Chicago on a proposal to reduce export grain rates from midwestern origins to North Atlantic ports by amounts ranging from 13 to 26% (RA, March 16, p. 9). There's no assurance that cuts of even that magnitude will hold much of the grain on the rails. "At least," says the same traffic man, "we'll know more clearly what the situation is—how shippers feel, for example—after we kick things around in a town meeting."

Other bulk commodities—petroleum, coal, ore—seem to present less serious problems. Railroads handle little oil traffic now. There's no apparent point

**Here are some questions . . .**

. . . which eastern rail traffic men are asking about the Seaway:

- How do shippers really feel about the Seaway?
- How much service will be provided over it?
- Can high-wage American vessels afford to make the long voyage up the Seaway—especially in view of the constant emphasis placed on need for fast port turnaround times?
- Will shipping lines serving North Atlantic ports absorb part of whatever overall rate reductions may be necessary to keep traffic moving through those ports?
- Will western railroads work with their eastern connections —or with Seaway shipping?
- What will government do? Will it, for example—to save red faces in Washington—artificially inflate Seaway traffic by insisting on the new all-water route for surplus grain?

in rail-hauling export coal to Lake ports when Hampton Roads is no farther from the mines and a lot closer to most foreign destinations, but either way there's a rail movement involved. That's one reason, probably, why a road like the Chesapeake & Ohio says it's "not afraid of Seaway competition."

Labrador ore, some rail traffic men concede, will move by the Seaway in large volume despite anything they can do. "After all," one points out, "that's why Mr. Humphrey built the darned thing." But they are apparently confident of their continuing ability to "intercept" South American ore at Baltimore or Philadelphia for rail movement to, say, the Pittsburgh area, in competition with the much longer water haul up the Seaway.

### General Cargo

Estimates vary as to the tonnage of export and import "general cargo" freight which might be moved by the Seaway. Total overseas export tonnage originating east of the Mississippi and north of the Ohio is probably in excess of 10,000,000 tons (in addition to grain and other "bulk commodities"). Import tonnage to the same area is equal in volume, or slightly larger. But only a fraction of that tonnage, either way, is within reach of the Seaway—because the estimates include New England and the Middle Atlantic states, which are not likely to be sending or receiving any considerable amount of overseas traffic by the St. Lawrence route.

Furthermore, "general cargo" shipping costs, in all instances, favor North Atlantic ports over Great Lakes ports. That is, it costs a ship more to lay down or pick up an overseas cargo at Cleveland or Detroit or Chicago than at any of the North Atlantic ports. This differential is calculated from two factors: (1) Cost per day of operating an average vessel; and (2) greater number of days required to serve a Lake port than one on the North Atlantic. The total differential is, generally, less for cargoes originating in or destined to northern Europe than for points in the Caribbean, South America, Africa or Asia.

Divided down into cents per hundredweight, these cost differentials in favor of North Atlantic ports will figure out at less than 10 cents per hundred for northern European origins and destinations. They may run double or triple that figure for other overseas origins and destinations.

### Service Aspect

This shipping cost differential provides, roughly, one of the gages of what the railroad rates between midwestern origins or destinations and the North Atlantic seaboard must aim at if the rails are to compete with the Seaway for export and import traffic. Broadly speaking, railroads cannot haul freight between the Midwest and Atlantic ports for 10 or 20 or 30 cents per 100 lb. Hence, to be competitive, the railroads and their Atlantic ship connections must endeavor to give a faster and generally more acceptable service to exporters and importers than Seaway shipping can provide.

Some rate adjustments, plus superior service, can doubtless hold much of this general traffic for the longer rail haul to salt water. Major rate reductions probably would not have to be made on a year-round basis; that is, they would not be required during months when the Seaway is closed by ice.

*(Continued on page 55)*

# Watching Washington *with Walter Taft*

• **CAR-SUPPLY INQUIRY** of the Senate's Interstate Commerce Committee gets under way this week with hearings in Kansas City. Committee Chairman Magnuson says the hearings will afford a look ahead "to determine what the possibilities are of a freight-car shortage and what shippers and carriers can do to avert any that might tend to develop." At subsequent Washington sessions, the ICC will be among those heard.

**PITCHES** for penalty per-diem powers for the Commission are being made again by some of its members. Commissioners Walrath and Murphy recently took occasion to remind shipper advisory boards of that Commission recommendation to Congress. The recommendation is that the Commission be authorized to fix penalty per-diem rates and thus use the rental charge to expedite movements of freight cars; or, in the alternative, that it be authorized to consider earning power of cars in fixing per-diem rates.

**MEANWHILE,** the serviceable fleet of freight cars on Class I railroads has reached its lowest point in nearly 18 years. Latest AAR figures (for March 1) show 1,563,930 cars in the fleet. That's lower than anything since June 1941's 1,561,311.

**BAD-ORDER BACKLOG** is now at a 19-year high. The March 1 total was 157,870 cars or 9.2% of ownership. On a percentage basis that topped everything since July 1940's 9.3%. On the number-of-cars basis, it topped everything since June 1940's 163,904.

• **PRODUCTIVITY STUDY** covering maintenance-of-way employees is the Railway Labor Executives' Association's latest thrust in the "featherbedding" controversy. The study is billed as first of a series which RLEA says will be "irrefutable devastations of the ridiculous effort by rail management to smear its workers as 'featherbedders'."

**FIGURES** used to determine productivity are traffic units per maintenance-of-way employee and per hour worked, maintenance employees per mile of road operated, maintenance hours of service per mile of road, and average miles of road per maintenance employee. As RLEA summarizes the showing, each of these gages records "spectacular increases in output, with particularly high rises in recent years."

• **LABOR-PROTECTION** conditions won't be imposed on railroads which terminate operating contracts with the Pullman Company. The ICC says it lacks authority to do so. Thus, the Commission denied union petitions that it require the New York Central to pay dismissal compensation to Pullman employees affected when that road took over operation of its sleeping cars.

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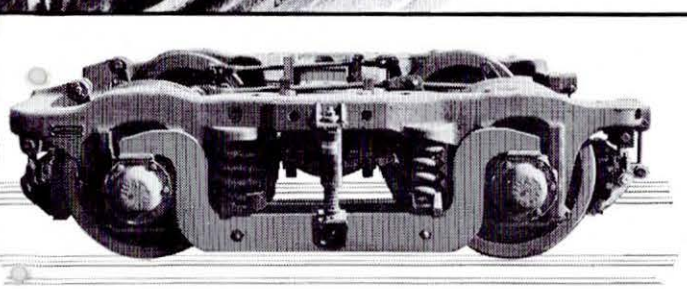

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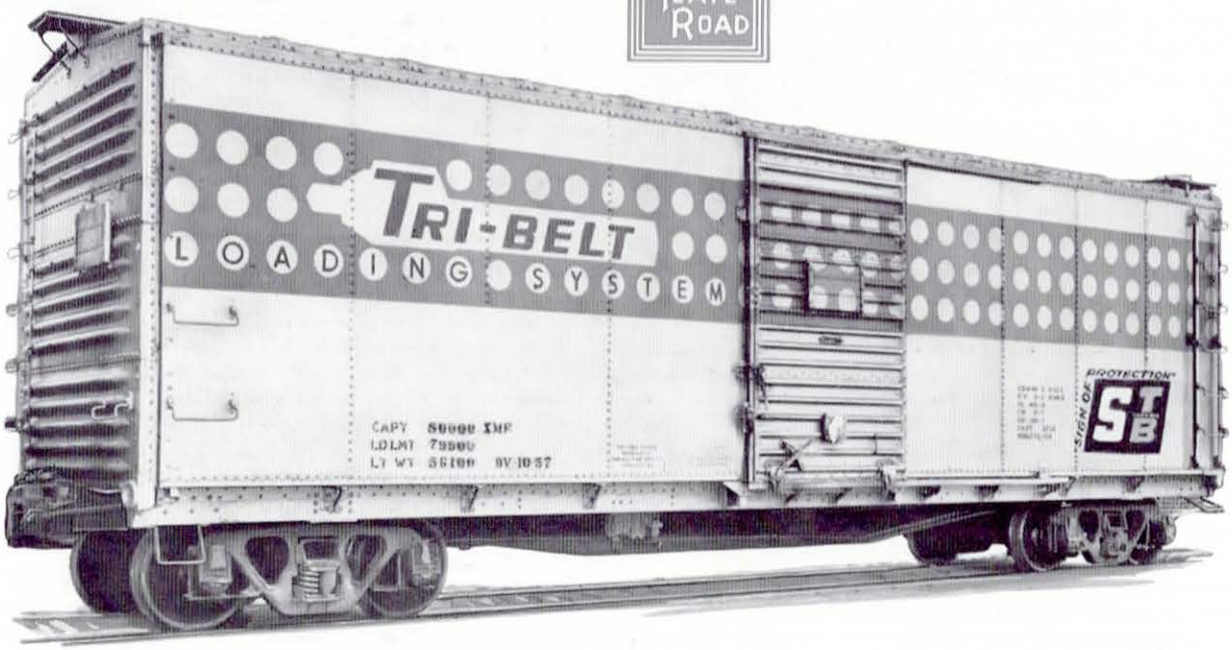


Continued shipments day after day "without damage" account for TRI-BELT popularity. Carriers approve TRI-BELT because of reduced installation and maintenance costs; ease of loading particularly makes TRI-BELT a favorite among shippers—and Receivers prefer it because it's easy to unload and it delivers merchandise in perfect salable condition. All approve TRI-belt, the simplified carloading system, because it is versatile, simple to use and it's more profitable. Write today for complete information.

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# March Traffic Poll

## Shippers Like Special-Device Cars

"Give us more of them," "abolish restrictions on their general use," is almost unanimous reaction of traffic managers, who report that built-in load-holders are big help in reducing damage.

### Proposition

**To a steadily increasing extent, railroads are equipping box cars with special loading or load-securing devices—"DF" equipment, Compartmentizers, Tri-Belts, inflatable rubber dunnage, etc. Reports from some railroads, manufacturers and individual shippers indicate that these devices have proved extremely effective in cutting down damage to freight in transit.**

### Questions

**(1) Have you made sufficient use of box cars equipped with special load-securing devices to determine their effectiveness?**

| | |
|---|---|
| **Yes** | **59** |
| **No** | **29** |

**(2) If so, does your experience indicate:**

| | |
|---|---|
| **(a) That cars so equipped virtually eliminate damage?** | **32** |
| **(b) That they materially reduce damage?** | **26** |
| **(c) That they slightly reduce damage?** | **1** |
| **(d) That they are relatively ineffective?** | **1** |

**(3) If you find the cars effective in preventing damage, are you able to secure enough of them for your normal shipping requirements?**

| | |
|---|---|
| **Yes** | **25** |
| **No** | **29** |

"The equipped car is the answer to claim headaches."

"We want to load nothing else but."

Those two statements pretty well sum up the enthusiastic reception which shippers as a whole appear to be giving to the various devices now available for preventing transit damage to box-car freight. They are particularly significant because they come from men in different industries and in different parts of the country—one from George D. Cron, traffic manager, Chevrolet-Oakland division, General Motors Corp., Oakland, Cal.; the other from R. L. Sackett, traffic manager, Cleveland Cap Screw Co., Cleveland.

Their opinions are strongly reinforced by many of their colleagues in other lines and other locations. "The use of box cars with DF equipment," says W. S. Carter, director of transportation, Syracuse China Corp., Syracuse, N. Y., "has made a wonderful contribution in reducing our damage in transit on outbound shipments of chinaware, and has reduced our cost for installation of dunnage." "Compartmentizers," adds T. P. Connors, director of traffic, American Tobacco Co., New York, "are 'what the doctor ordered' as far as loading cigarettes and cigars to far distant points is concerned." Other big shippers, like General Electric's Appliance Park at Louisville, Ky., and Borg-Warner Corp.'s Norge division, report "damage reduced almost to the vanishing point" on shipments in Sparton Tri-Belt cars.

W. R. Hofer, traffic manager, Olympia Brewing Co., Olympia, Wash., says his company occasionally changes routings to competitive points "to favor the line able to furnish this specialized equipment." J. R. Morton, assistant to president, Vega Industries, Syracuse, reports his company has been using "various device cars" in all its plants for several years. "Not only," he says, "have they reduced damage on one of our products to zero, but the saving in lumber and labor are factors which all too many managements overlook." And, further, "in eliminating damage, we feel that we have a satisfied customer."

Only one Poll respondent, in fact finds special device cars to be "relatively ineffective"—and he likes rubber dunnage. C. A. Meyer, executive general traffic manager, Mosaic Tile Co., Zanesville, Ohio, explains this preference by saying that sizes and shapes of his company's shipments make it impossible to load "in even rows."

Possibly, however, the best indication of the popularity and effectiveness of device cars is the fact that so many shippers say they can't get enough of them.

"We can't get near enough to satisfy our requirements," says American Tobacco's T. P. Connors. "It has been very difficult to coordinate our shipments with the availability of cars, as they must travel in designated directions via specific lines," adds W. S. Franklin, general traffic manager, Brown Forman Distillers Corp., Louisville. E. E. Grigg, traffic manager, Smith Brothers, Inc., Poughkeepsie, N. Y., "has not been able to secure even one." T. C. Hope, of Chicago, general traffic manager for Montgomery, Ward & Co., thinks "the rail industry's delay in changing over to this modern standard of equipment tends to keep them behind the pace of the motor carrier industry, which characteristically 'delivers the goods' with far less damage."

A more detailed reply from J. P. Taboika, general traffic manager, Cowles Chemical Co., Cleveland, complains of railroad restrictions on use of DF cars. "The demand for such equipment," Mr. Taboika says in part, "is increasing constantly. The experience of our customers and ourselves has been excellent. But the cars are difficult to get. The restrictions of certain railroads, in using them only from and to points on their lines, is one of the reasons we can't use them more frequently, even though customers request them. Actually, these railroads are harming themselves with this restriction. . . . We'd like to see them as available as regular box cars, with no restrictions imposed."

The shortage of specially equipped cars is particularly acute on eastern

(*Continued on page 44*)

# ELECTRONIC STOREKEEPING

**INVENTORY DECISIONS DON'T HAVE TO WAIT...**

**IBM RAMAC® 305 DELIVERS ANSWERS IN SECONDS**

"Electronic Storekeeping" with the RAMAC 305 strikes at the heart of the inventory investment problem . . . making possible completely centralized control.

"**R**andom **A**ccess **M**ethod of **A**ccounting and **C**ontrol" means that the *instant* an issue, order, receipt, or transfer is processed, *all* affected account balances are updated—with electronic speed and accuracy.

The new Executive Inquiry Station allows management to get answers to vital questions on:

- Vendor Performance
- On-order commitments
- "How-much" and "where" of any inventory item
- Comparison of expense to budget by item
- Information on individual-part usage
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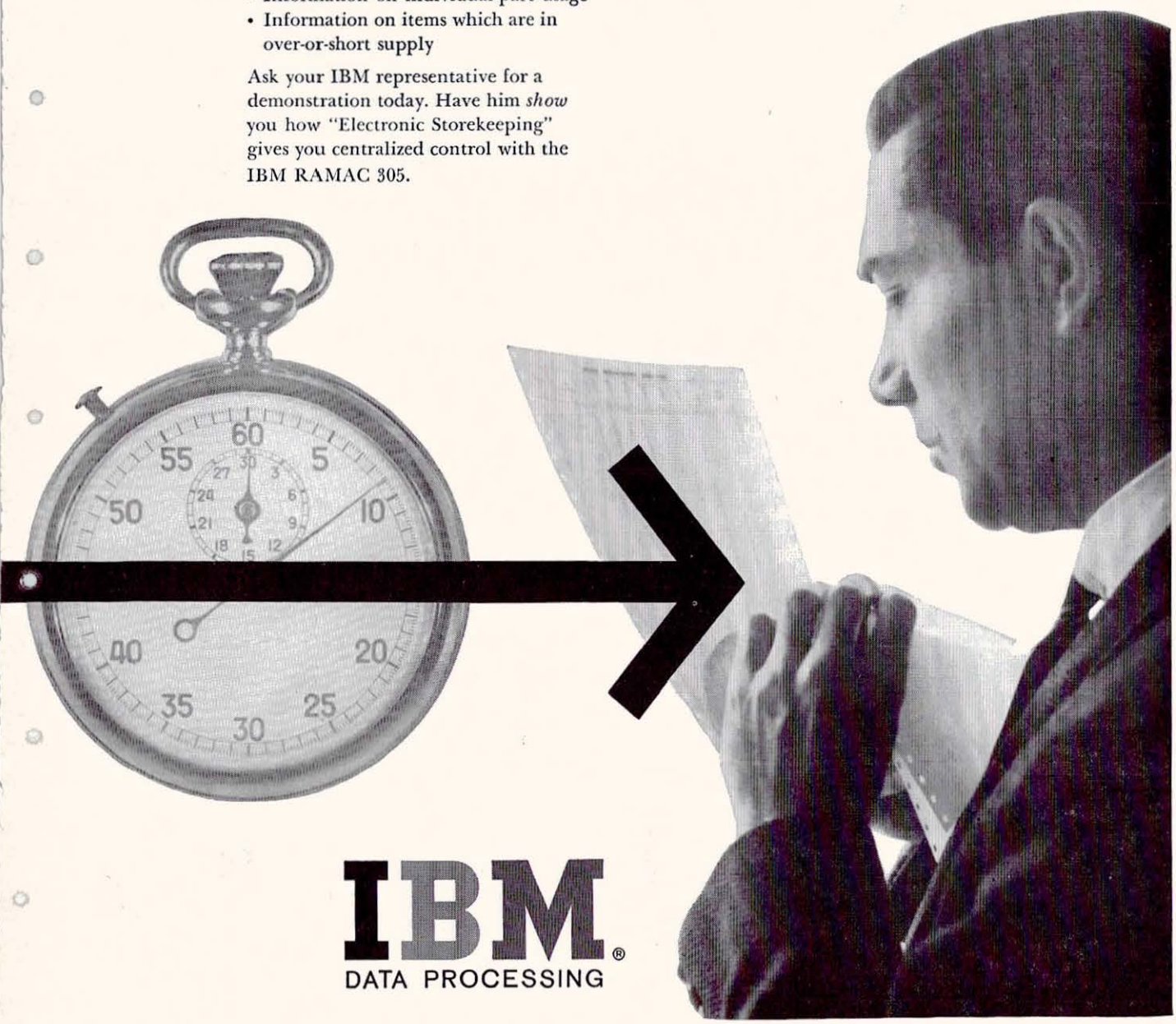
Ask your IBM representative for a demonstration today. Have him *show* you how "Electronic Storekeeping" gives you centralized control with the IBM RAMAC 305.



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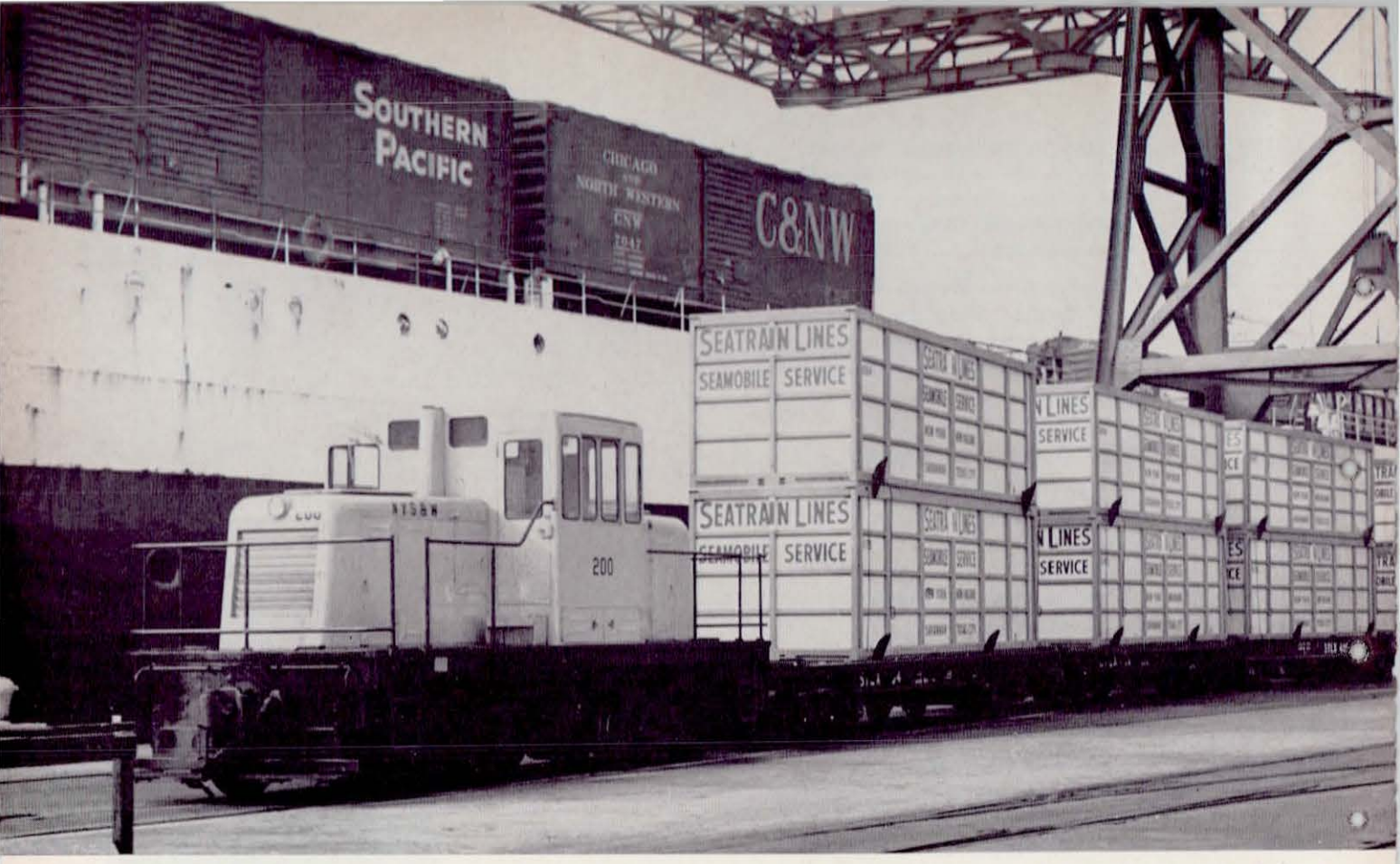



SEAMOBILE, Seatrain Lines' new container system, is in service to supplement the firm's rail-water-rail coastal service. The containers are designed to nest in Seatrain vessels, alongside conventional box cars.

# Seatrain's New Seamobile Goes

Just what is the function of Seatrain Lines, Inc.? How does it operate, and where does its business come from? Seatrain, as an ocean-going steamship line connecting New York railroads with Gulf ports and Savannah, is 30 years old. Late last year it announced a so-called Seamobile operation, which expanded its non-break-bulk, rail-water service to include use of containers. Recently, highway connections to the Galveston Bay port area were added to the Seamobile service. Missouri Pacific's highway subsidiary adds other Texas connections. To learn more about these developments, Railway Age asked Seatrain's president, J. L. Weller, for an interview. Here's what we learned in a talk with him, and with E. H. Gaiennie, the firm's vice president—sales.

**Q. Will Seamobile change the basic nature of Seatrain's business?**

A. No. Seatrain is and will remain primarily a rail-water-rail operation. Seamobile will supplement, not replace, our box car business. Our ships were designed when railroads operated mostly 40-ft cars. The 50-ft cars leave some extra space. The Seamobile boxes fit these spaces. We can add up to 24 boxes without replacing a single freight car. And more, we can offer certain shippers the service they want.

**Q. Where do you expect Seamobile business to come from? How is it moving now?**

A. It's primarily off-track business. These are goods that move in smaller quantities, in containers. Our regular carload business has high minimum weights to take advantage of ship cube.

**Q. Are you handling small shipments? Do you expect to use Seamobile for LCL?**

# To Work

A. No. We do not contemplate LCL. The smallest standard lot will be a single container, although the size will vary according to individual commodities.

**Q. How do rates compare?**

A. Seamobile is on the same rates as Seatrain, taking minima into account, except that we have put Seamobile rates in only between the port areas of New York and Texas City.

**Q. Who is now handling the business you're after?**

A. A lot of it is over-the-road trucks and gypsy truckers of exempt commodities. Some goes by truck and water combined service.

**Q. What advantages do you offer?**

A. Rates are the important consideration. This is a low-cost operation, and rail-water-rail rates are lower than all-rail or all-road rates. Also, our rates reflect our limited sailings.

**Q. What kind of schedules do you offer?**

A. Twice-a-week sailings between New York and Texas City-Houston port terminal areas. We have six-day schedules between ports.

**Q. What kind of volume are you aiming at?**

A. We can presently handle 64 containers to a ship, but we don't now have that many containers. We've 180 containers in hand. If the present operation continues to work well, we'll see about extending it to New Orleans and Savannah.

**Q. What kind of utilization is possible for the containers?**

A. One or two trips a month is not bad. It takes roughly a week at sea and a week on shore at each end. For each two containers at sea, we're providing two on shore, one on each end.

**Q. Is this a balanced movement both ways?**

A. It can be. We're moving manufactured goods south, raw materials, plastics, rubber, rice, etc., north.

**Q. How do you handle pick-up and delivery?**

A. Our own tractors pick up in the New York and Texas City areas. Missouri Pacific Freight Transport Company, the highway subsidiary of the Missouri Pacific, also is handling them in the Texas City-Houston-Galveston Bay area.

**Q. Who built the equipment?**

A. Ship-Container Corporation, a Seatrain subsidiary, built the containers. The boxes are a special design to stand up under handling. They have a glass fiber lining and a translucent window panel in the front that lights the inside. They can be easily cleaned.

**Q. How do they fit rail operations?**

A. Beside the possibilities of substituted service, we have a design for a rail car that could pick up the container from a truck inland and move it by rail to the port. Thrall built a sample of this car, which can be loaded from an irregular surface. Hydraulic lifts adjust the height of the box to the rail and the chassis pulls the box to the car. The car has a turntable that positions and locks the unit for movement.

**Q. Do you have plans for expanding your operation?**

A. The equipment has possibilities for this, but we want to get everything straightened out in our present operation first. We're pretty busy in the operation we're in, but we've got plans for the Savannah-New Orleans area. We've been working out the engineering details for several years. We want to make sure everything is right before we go ahead.

**STRADDLE CARRIER** is self-propelled unit built by Travelift & Engineering Co. First of its kind, Seatrain says. Unit lifts a container vertically and "walks" off with it.

**LOCKED IN PLACE,** containers roll gently with the vessel. There is no chance of pilferage, seldom a damage claim, according to Seatrain officers.

# MAN POWER

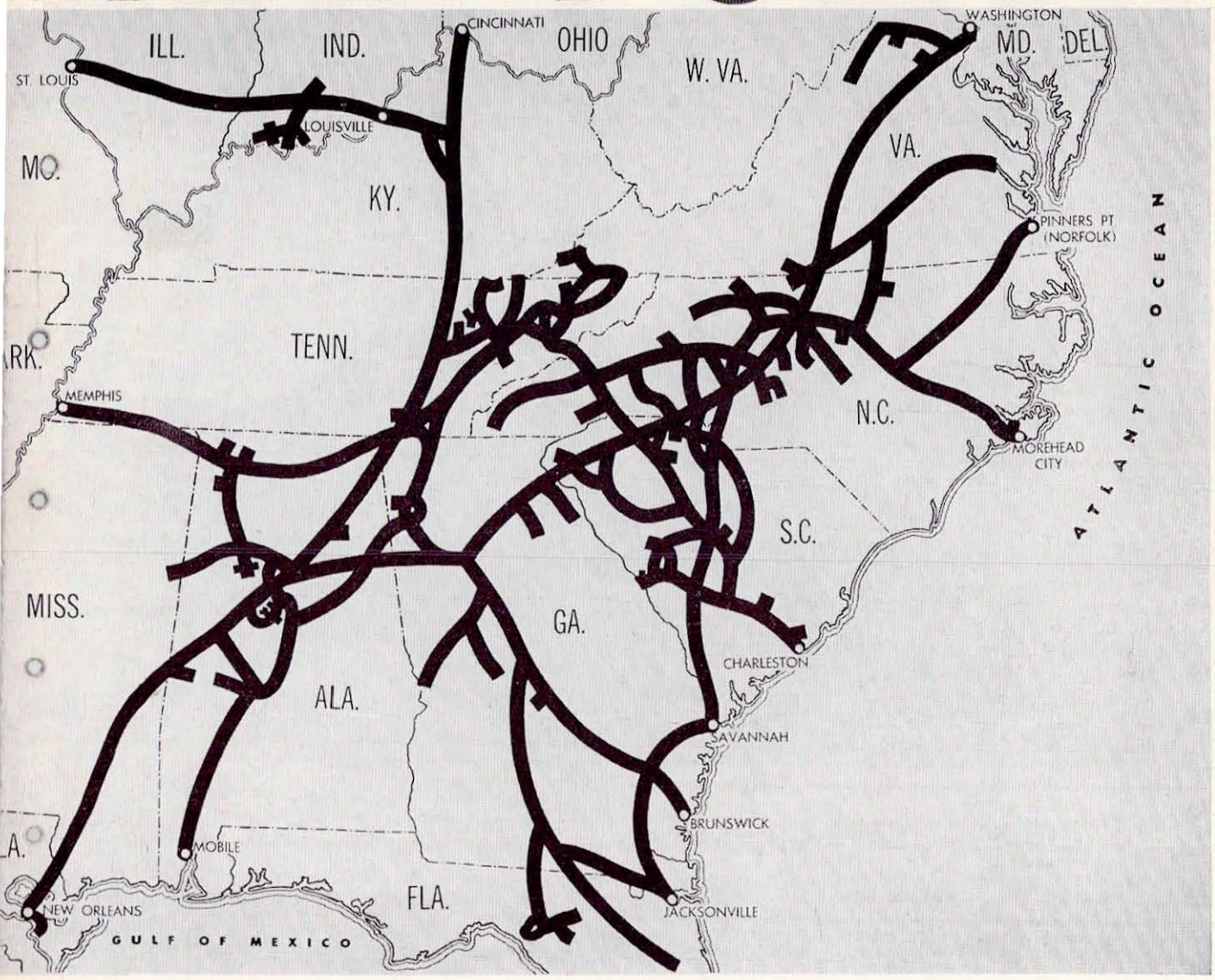
## ...you get both—when you

**MAN POWER!** R. E. Smith (left), Southern's Assistant Freight Traffic Manager at Charlotte, N. C., and Ellis K. Batcheler, Director of Purchases of the Southern Engineering Company, also at Charlotte, get together regularly to discuss shipping matters.

Along our lines and "off line" too, Southern Railway has Freight Traffic offices manned by sales and service representatives who are experts in freight traffic matters – and specialists in shipments involving the Southland.

No matter where you are, you'll find a "man from Southern" assigned to your territory. He's often able to find new ways to save you time and money on your shipments to, from and within the South. Call him!

# MAP POWER



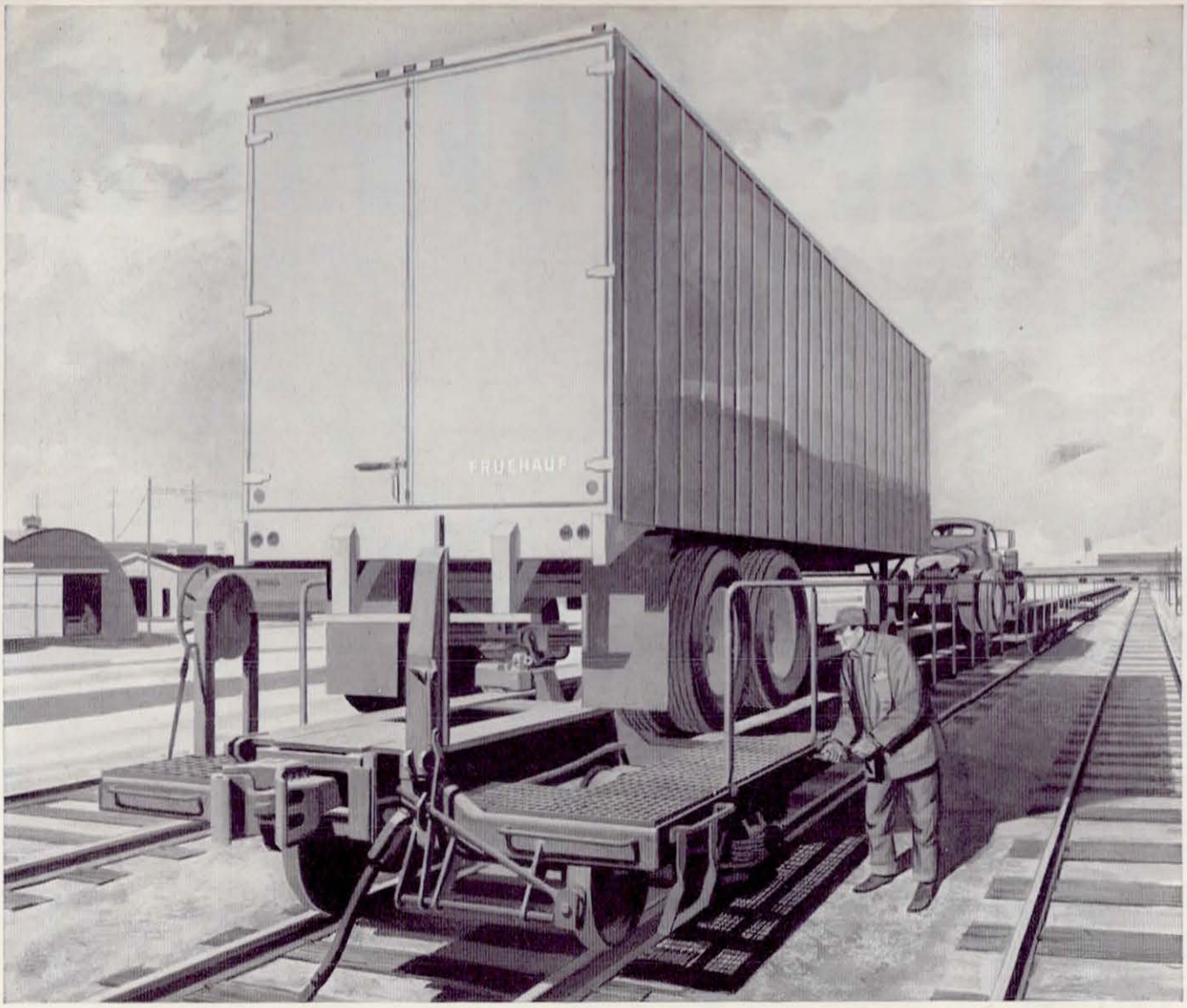

## ship or receive via Southern!

**MAP POWER!** Just look at the map and you'll see what we mean. The modern 8,100 mile Southern System connects almost every major city in the fast-growing South with eight Gulf and Atlantic ports, and with the principal inland gateways leading to the rest of America.

This concentrated coverage of the Southland by a single rail system means that you can *often* "do it all with a one-system haul" when you ship or receive by Southern within the South. One responsibility. Longer non-stop movements. Fewer time-consuming interchanges. Ship Southern and see!

**SOUTHERN RAILWAY SYSTEM**

THE SOUTHERN SR SERVES THE SOUTH




# In every phase of piggybacking, you save money with the Clejan* car

*With Clejan Piggy Back, weight savings alone can mean the difference between profit and loss!*

**Lightest piggyback car in tare weight.** The standard Clejan car weighs only 50,000 lb.—20,000 lb. less than the next lightest car.

**Lowest priced piggyback car.** The Clejan car is designed exclusively for piggyback service; elimination of non-essentials brings costs down.

**Fastest to load and unload.** In less than a minute, one man on the ground can lock a trailer into place. Guided loading and built-in mechanical tie-downs reduce man-hours at terminal points.

**Permits intermix of trailers and containers.** It's the only piggyback car that requires no modification.

**Most economical to operate.** Less weight means fewer trains are needed. Speed and ease of loading mean faster train make-up, and less yard switching.

**Best railroad clearance.** It is the only piggyback car that can take a standard trailer, 12′ 6″ in height, over all major rail lines.

**Maximum protection for lading, trailer or container.** Due to patented shock absorbing devices that permit the trailer to move 10″ under impact, there is 75% reduction in impact to trailer and ladings, over impact to rail car at 8½ mph. *These are some of the reasons why the Clejan car is becoming the standard of industry.*

Clejan cars represent 10% of all piggyback cars in service —yet in 1957, they carried 25% of all piggyback freight.

For further information on Clejan Piggy Back, call or write the nearest General American office. You'll find . . . *it pays to plan with General American.*

**CLEJAN—pronounced CLAY-JOHN*

GENERAL AMERICAN TRADE MARK

**Piggy Back Division**

**GENERAL AMERICAN TRANSPORTATION CORPORATION**

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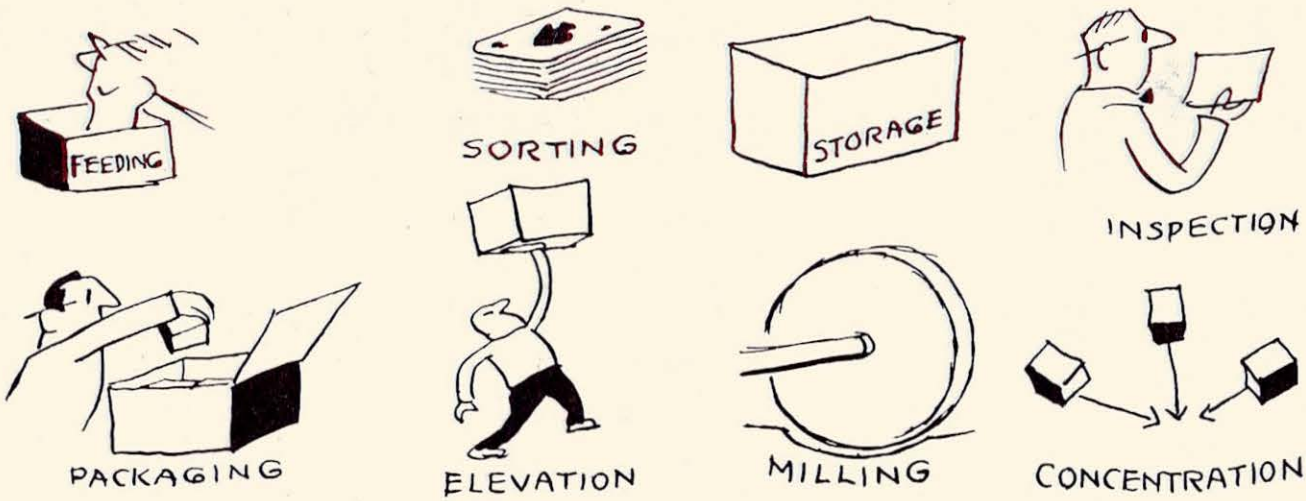



**NYC's HOME STUDY COURSE** includes approximately 480 pages, covering all aspects of freight and passenger station operation and accounting. Simple cartoons—like this one illustrating the various types of transit services—serve to emphasize special points; break up long sections of explanatory text.

# NYC Agents Train Themselves

Thousands of station employees are participating in "do it yourself" home study training course largely prepared by the same people it is designed to help. Response has been good.

New York Central agents and other station employees wanted a chance to do a better job for themselves and their company. The railroad was—and is—ready, willing and able to assist them. So, today, 2,570 NYC men and women are enrolled in (and 158 already have completed) a home study course, which has the novel feature of having been largely prepared by representatives of the very people it is primarily intended to help.

Designated as "Station Functions & Operations," the course is designed to promote a better understanding of station operation in its relation to the public and to the rest of the railroad. It has the secondary purpose of providing a permanent comprehensive source of ready reference material to station operation.

The full course consists of 61 topics grouped in 38 units under four major divisions—Freight Stations, Freight Accounting, Passenger Stations and Passenger Accounting. Any Central employee, whether engaged in station work or not, may enroll for the entire course or for any of its principal parts.

Once enrolled, an employee receives his first unit by mail. When he has completed it, he fills out and mails to the course administrator a question sheet included at the end of each unit. The second study unit is mailed upon receipt of the first question sheet, and so on throughout the entire course. A permanent record of each employee's grades is added to his personnel record. There is a special certificate for those who complete the course with a specified standing.

Conduct of the course is presently centralized in New York, but plans are now under way to "decentralize," so key agents can administer it and use it to meet their own local needs.

Development of the course dates back to a meeting of Eastern district agents in 1955. Agents at small one-man stations, they said, had no place to turn for material which would help them qualify for larger agencies.

Their request led to appointment, by the NYC's permanent training committee, of a five-man committee representing the railroad's Training, Transportation, Accounting, Freight Sales & Service and Passenger Sales & Service departments.

To obtain and review existing material, the committee visited and wrote to other railroads, correspondence schools and labor unions. It also asked headquarters, district and division supervisory personnel in each of the five departments to identify specific areas where study material was needed.

From this preliminary work, the committee compiled a comprehensive list of suggested topics. This list was then sent to some 2,000 agents and station employees. They were asked, as "grass roots" experts in their field, whether the topics listed were directly related to their daily work, and what additions or deletions they would recommend.

Their replies were consolidated, and the revised list was returned to the same group for final comments and revisions.

Actual writing of the course was done by station employees, agents and supervisors selected from a group of more than 200 volunteers. Teams of from one to three men were assigned to a topic of their own choice, assisted by a "Guide to Authors" brochure, related background material on their subject, and a consultant—usually a

EMPLOYEES ENTHUSIASTIC. "The course has helped me tremendously in understanding the functions of freight handling," says George F. Bergman, stenographer-clerk, shown above (left) with Freeman M. Stork, freight agent at NYC's West Street station in Syracuse.

railroad vice president or departmental director. Consultants, in turn, were given a "Guide to Consultants" brochure, and names and addresses of their assigned writers.

Authors' drafts on each topic were first submitted to their respective consultants for checking as to accuracy and completeness. They were then relayed to four editorial committees, on Freight, Passenger, Accounting and Transportation. After consultant and committee approval, the completed text was submitted for final approval to 200 key agents, supervisors and department heads.

Layouts, topic headings and appropriate illustrations related to the text were prepared by a commercial artist who worked closely with the development committee. Final text, typed on an executive typewriter, was then pasted up with illustrations, and the entire course was printed by offset for distribution to participating employees. Unit cost of preparing and printing the booklet was $2.74 per copy, on a basis of 5,000 copies; less for a larger number.

The net result is that station employees themselves, by identifying the need for the course, selecting the topics, and preparing the text, are making themselves better employees of a better railroad by sharing with each other the benefits of their collective experience.

That the need existed, and is being filled, is indicated by figures from the Syracuse, N.Y., freight station, where 115 out of 155 employees are enrolled. Those taking the course include all four supervisors; 22 out of 26 office employees; and 89 of the 125 men working on the platforms.

## Railroading After Hours with Jim Lyne

**USES OF THE PAST**—A couple of fellows the other evening took me to task for mentioning "old nostalgic stuff" in this space—such items as old letterpresses, and other reminders of the past. Caution in this sector is appropriate.

Historical things are like a powerful medicine—a tonic in judicious dosage, but likely to intoxicate if overindulged in. I *try* to keep the balance—with main attention to the present and future. But nobody can discern the present accurately or predict the future dependably, unless he has one leg of his transit in the past.

I know some railroad "fans" who wouldn't give you a nickel for anything about railroading less than 30 years old. This viewpoint is useless to the present-day welfare of the railroads. Nevertheless, the greatest railroad men we've ever had (Ralph Budd, for example) have been as well grounded in the past, as in the present and future.

**A REAL TOUGH BOSS**—The official publication of the Supervisors' Association has printed some rules issued by the government of India, prescribing the conduct of railroad employees (the rule-book calls them "servants"). The employees are forbidden to join a political party or take any part in politics. They must not permit members of their families to engage in anti-government activity. They must have nothing to do with a newspaper or other publication and may not do any talking on the radio.

Furthermore, employees are not permitted to buy or sell real estate—or engage in any transaction involving over $200—without government consent.

When government is the only employer—or the principal employer—it usually makes the "company-store" tactics of some U.S. private employers (in times past) look like philanthropy by comparison. Some poorly informed Americans who are tolerant of ever-growing government don't know the risks they're running.

**RATES NOT UP MUCH**—I have got hold of a tabulation by a medium-sized railroad of cars it handled of each important commodity in 1958, compared to 1953. The average revenue earned per car was only a few cents higher (i.e., less than 1%) in 1958 than in 1953, despite several intervening rate increases. In the matter of increasing rates, it looks to me as if the railroads have got themselves the name without having the game. Or not much of a game, anyhow.

**BIG CITIES WAKING UP**—There is plenty of evidence that opinion leaders in the big cities are waking up to the immediate menace to their continued existence in the program of force-fed superhighway development, now going forward. This waking up may be too late, of course—because the federal government's colossal program has a lot of momentum.

For example, in Boston the "Herald" has come out with a general denunciation of what is going on. In that area, says the paper, "we are marking out the kind of metropolis we shall leave to our sons and daughters"—"a dreary and unwholesome bequest," unless present exclusive attention to highways for transportation is curbed. "We have got to stop thinking that we can live with only automobiles to move us," the Herald concludes.

**EUROPEAN RAIROADING**—Operator-Leverman R. P. Stair of the IC at Champaign notes one marked difference between European-style railroading and that on this continent. Mr. Stair was an agent and operator in France and Germany during War II, and was a dispatcher in Korea. The difference from U.S. practice that struck him most forcibly involves our use of a standard switch lock. Abroad it's different—a special lock for each station, the key usually in possession of the station master. "It makes a lot of difference," says Mr. Stair. I'd suppose it would.

# New plant in the West or Southwest? S. P. offers you...

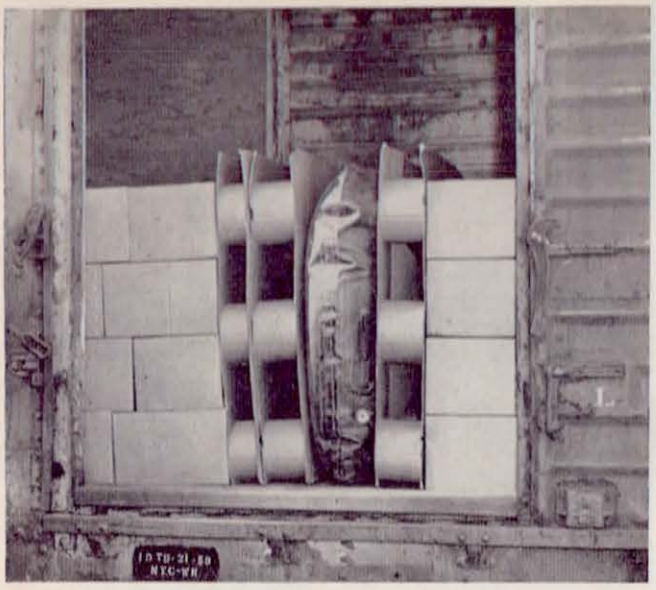
A wider choice of industrial sites
Direct service to more communities
More routes to and from the Golden Empire
More routes within the Golden Empire
More types of transportation
Custom-tailored help in finding your site

*For confidential information on available plant sites, write, wire or call: W. G. Peoples, Vice President, System Freight Traffic, Southern Pacific, San Francisco and Houston.*

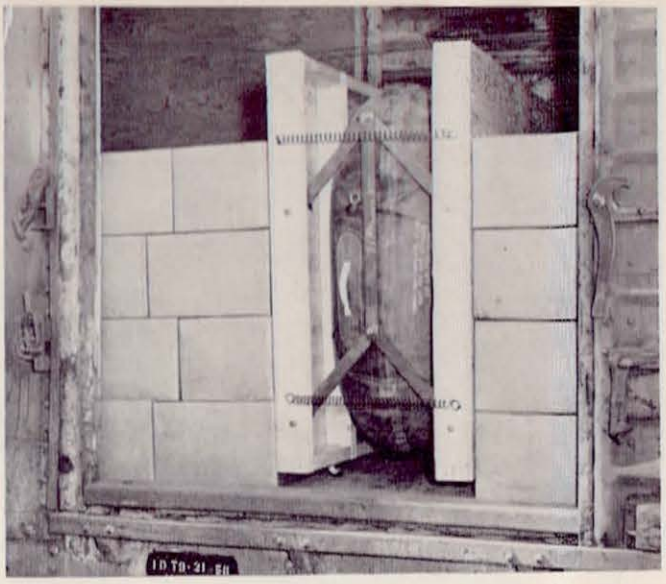



**Southern Pacific**

SERVING THE GOLDEN EMPIRE WITH
TRAINS • TRUCKS • PIGGYBACK • PIPELINES



EXPENDABLE BULKHEAD helps dunnage fill void, spreads out pressure so it's uniform across the face of the load. Made of cardboard, its cost is low. It can be discarded after a few uses.



DUNNAGE "SANDWICH" is AAR-developed device which does same job, yet could be classified as special equipment. A commercial version is offered by Standard Railway Equipment Manufacturing Co.

# Rubber 'Pillows' Cut Damage

• Inflatable pneumatic dunnage is here to stay. A growing number of shippers now prefer it to wood and steel blocking for certain carload shipments.

• Its ability to reduce damage to lading has been well proved. What's more, shippers and carriers alike have found that its use slashes deeply into the time, and therefore the cost, involved in loading a car.

• Variations on the theme are cropping up, within the AAR and elsewhere. A new producer entered the market last year. One solution to the problem of return may be in sight. Meanwhile, the focus gets sharper on the big controversy: can—and should—railroads themselves supply the dunnage bags?

In Chicago a few weeks ago, inflatable pneumatic dunnage got a healthy push toward widespread acceptance by shippers and railroads alike. The occasion was a seminar conducted by the AAR's Freight Loss and Damage Prevention Section. Behind it was a significant fact—the forthcoming publication by the section of a general information series on inflatable dunnage.

Up for discussion were the various types of heavy-duty rubber "pillows" which provide, through relatively low air pressures, both containment of a load and the resiliency to absorb shock. Proponents feel that inflatable dunnage can, in most applications, do a better job than fixed bracing. They argue that wood and steel dunnage can't be constructed to take up the slack created by compression or movement of a load after a car is started on its way.

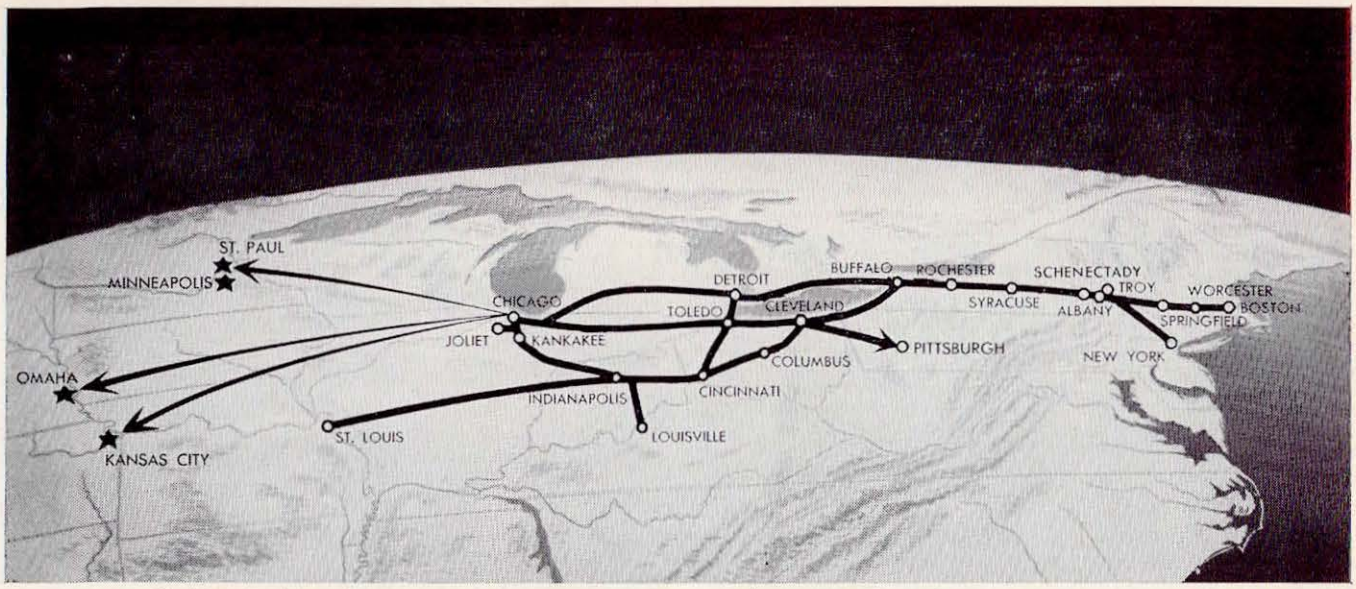
Out of the seminar came this consensus: Almost always, wherever it's being used, pneumatic dunnage is successfully reducing both lading damage and loading costs. Reports of success were numerous. Reports of failures were few, and some users who encountered trouble were reluctant to blame the pneumatic dunnage altogether. In sum, pneumatic dunnage seems to have proved itself from the point of design and application.

But still to be hashed out are some big problems—bigger ones, most likely, than that of making the air-filled pillows work:

• *Who's to buy them?*—Enthusiastic as many shippers are, they contend it's the railroads' duty to provide pneumatic dunnage as they provide other types of specialized loading gear. And as enthusiastic as many railroads are, most of them are standing by their position, as written into tariffs, that shippers must block and brace their loads no matter what kind of dunnage is used.

• *How to return them?*—Getting the deflated bags back to origin after a car is unloaded bothers many users. Railroad thinking is, in some quarters, that return may be more trouble than the dunnage is worth. One officer commented privately that one of his men spends most of his time chasing around

(*Continued on page 28*)




○ Flexi-Van Service available on the New York Central to these points. Note addition of Pittsburgh.

★ Flexi-Van Service is also available to these points by connecting railroads.

# EXPANDING...

## Flexi-Van is reaching into new territories and deeper into every region it serves!

Flexi-Van Service has stretched out again! Now it reaches Pittsburgh, Minneapolis, St. Paul, Kansas City and Omaha in addition to the regions already served. And later this year, Flexi-Van will go all the way to the West Coast!

In another way, too, Flexi-Van Service is covering more and more territory. Plants many miles away from the railroad can now enjoy the special advantages of this unique highway-rail freight transportation system. Check *your* routings and see if you are getting all of these advantages—only Flexi-Van offers them all:

**Fast, dependable handling.** Flexi-Van Service gives the speed and all-weather reliability of rail transportation, plus truck flexibility.

**"Containerized" shipping** all the way—you load your freight in the Flexi-Van at your shipping dock. It stays just the way you put it until it's unloaded at the consignee's platform.

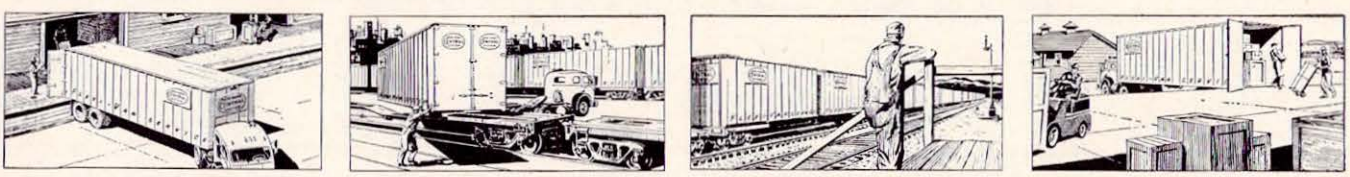
**Low damage risk.** Because the Van goes on the train minus wheels, it rides low. And with a low center of gravity, rubber cushioning and roller bearings, your shipment gets a shock-free ride.

**A capacity of 2,200 cu. ft.,** with minimum weights and rates that are competitive with other shipping methods.

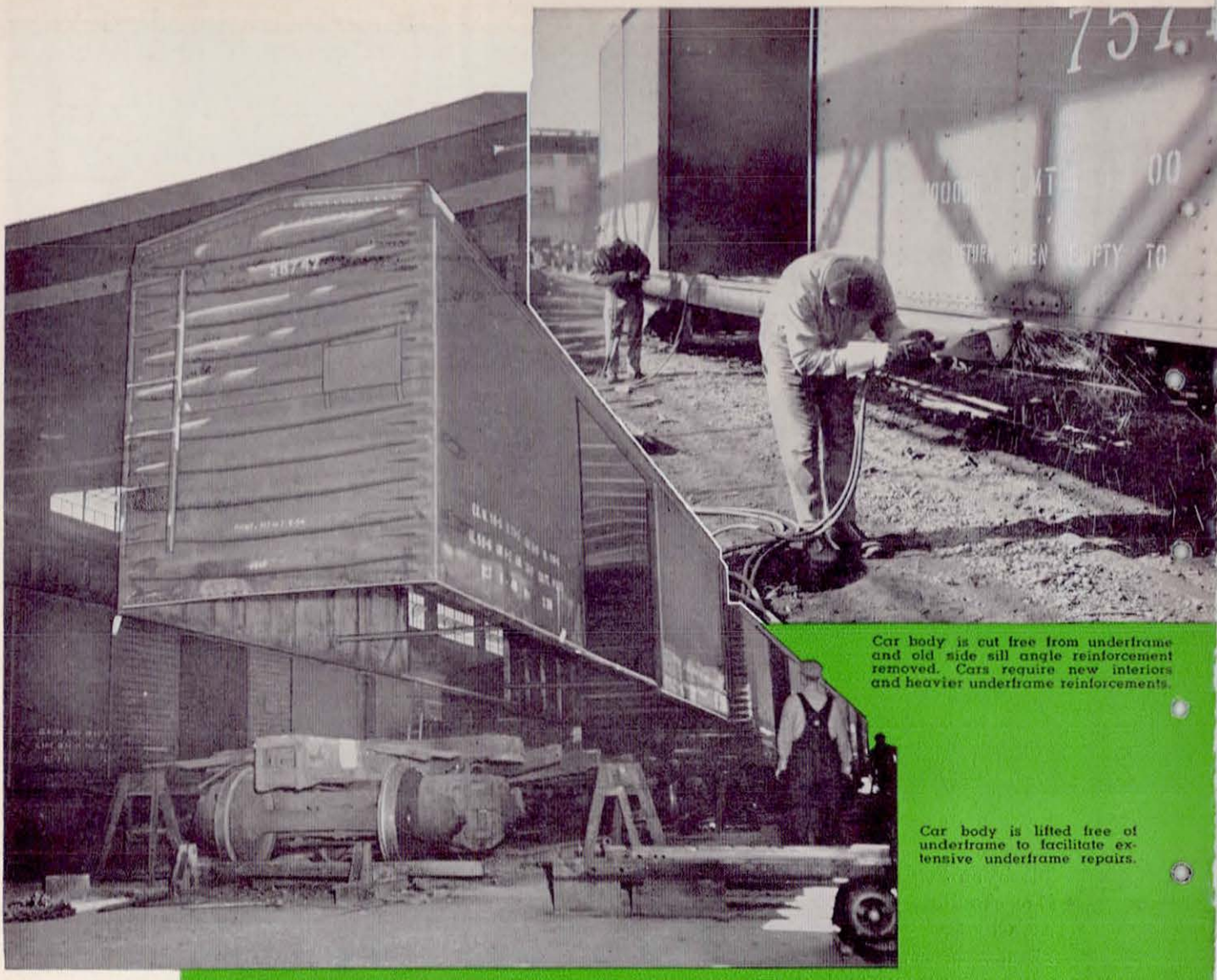
Try Flexi-Van and see! If you are not sure your plant and destination are within Flexi-Van's new longer reach, call the nearest New York Central agent and find out.

# New York Central Railroad

*Ask for Flexi-Van Service*



From shipping platform...to rails...your freight highballs to receiver



Car body is cut free from underframe and old side sill angle reinforcement removed. Cars require new interiors and heavier underframe reinforcements.

Car body is lifted free of underframe to facilitate extensive underframe repairs.

# HEAVY REPAIRS at GREENVILLE

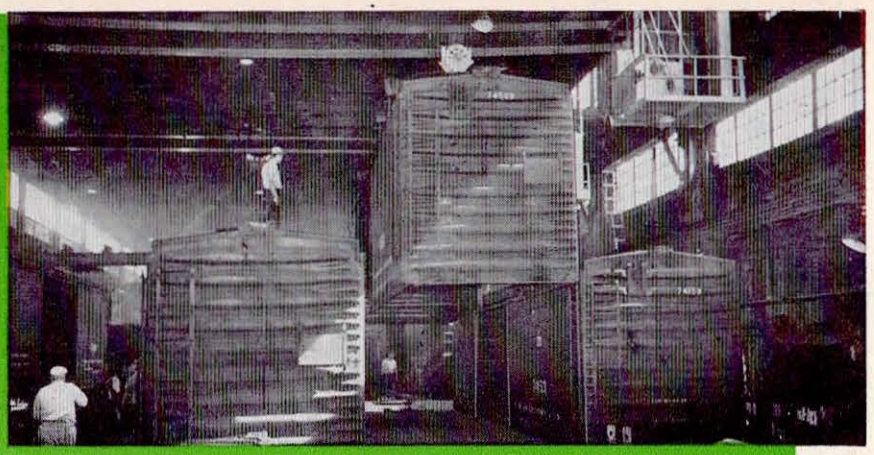
## Upgrade Cars for Select Loading . . .

THE GREENVILLE STEEL CAR

These 50' 6" boxcars are now back in revenue service with reinforced underframes, new floors and loading devices. The pictures highlight the Greenville assembly-line techniques employed. They're different . . . perhaps the first of their kind.

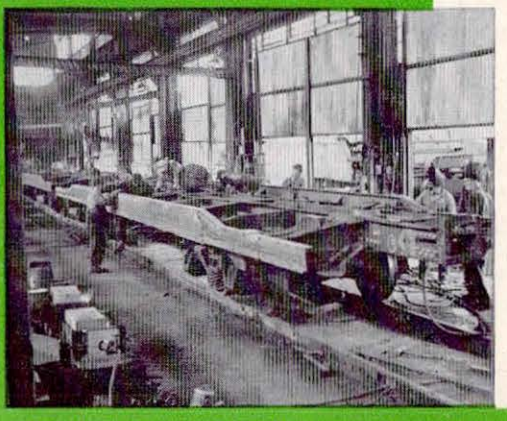
As carloadings increase, you'll want your cars on the job earning dollars. Greenville can do the heavy repair jobs and keep your shops free for running repairs. Put Greenville to work planning and scheduling your needed heavy repairs . . . getting your car fleet ready to roll. Now's the time to get started. A single phone call clears the track.

Car body ends straightened hydraulically.

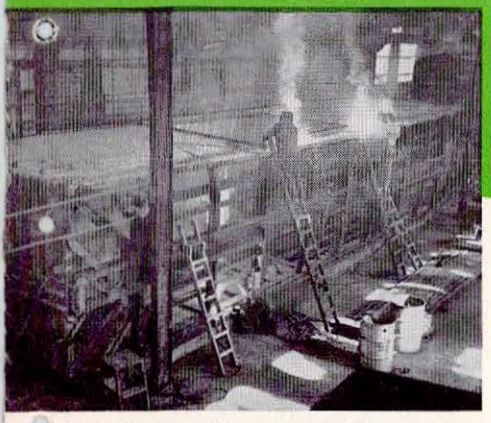


Bodies are stored in shop area and are replaced on original underframe and trucks.

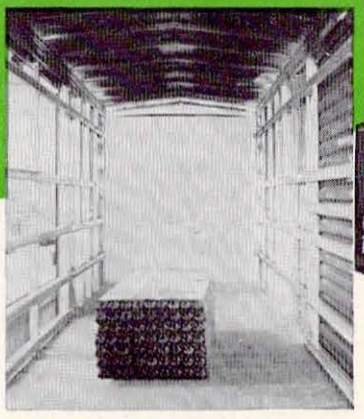
Underframe is clamped to special jig, straightened, bolsters leveled and necessary repair welds made.



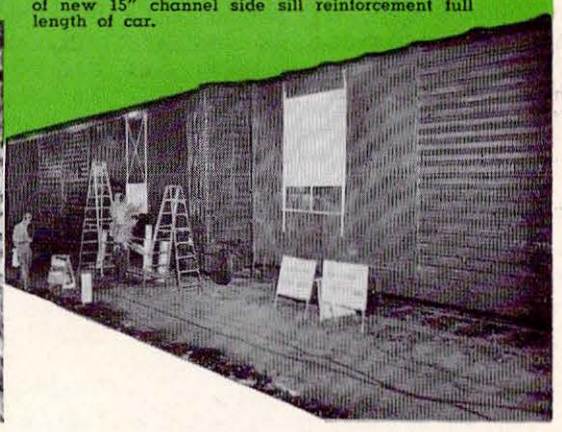
Underframe on assembly line upside down to complete riveting and inspection. Note addition of new 15" channel side sill reinforcement full length of car.



Down-hand welds secure body to underframe.



New floor, end lining and loading devices installed.



Completely repainted and ready for stenciling, the cars are on their way back to revenue service.


NEW CONSTRUCTION HEAVY AND LIGHT REPAIRS LEASING

GREENVILLE

STEEL CAR COMPANY

Subsidiary of Pittsburgh Forgings Company

GREENVILLE, PENNSYLVANIA

48 Years of Experience

after another road's dunnage bags. Others think that only those who haven't tried the dunnage regard return as a problem.

Nonetheless, present use of pneumatic dunnage is well beyond the experimental stage. Producers report that some 15,000 units are in service. One supplier's sales volume jumped 100% in 1958. Another figures it will double its sales within months. And a new manufacturer, Firestone Industrial Products Co., entered the field last year. Through this subsidiary, Firestone Tire & Rubber Co. is following up on the pioneering done by U. S. Rubber and the later exploration by New York Rubber, Goodyear and Goodrich.

Inflatable dunnage is simple and effective. In any of its numerous available shapes and sizes, it resembles an oversized, flattened inflatable pillow. Actually, that's just about what it is. Most models consist of a butyl rubber bladder encased in a tough skin of neoprene-coated nylon fabric.

### How Car Is Loaded

In use, inflatable dunnage is far simpler than time-honored methods of bracing a load. The proper assortment of dunnage bags is slipped into whatever void remains after a car is loaded. Pumped up to a pressure ranging perhaps only as high as 5 psi, they hold the cargo firmly in place through the shocks to which it will be submitted in transit.

On delivery, the bags are deflated, removed and sent back home in whatever way is found best—rail LCL, truck LTL or Railway Express being among the usual methods. The bags generally are shipped in a carton or canvas container which goes along with the loaded car. Meantime, dock workers can be unloading the car without hacking their way through wood and steel dunnage.

Ideal as this method may sound, its use is not universal. And there are drawbacks. Rail and shipper representatives at the Chicago meeting last month hit the highlights.

Among railroads themselves, Norfolk & Western has been a leader in the use of pneumatic dunnage. Its tariffs permit it, under certain conditions, to supply the dunnage in cars which the road itself loads. N&W has conducted upwards of 2,000 tests in the past year. Three hundred dunnage bags have been in use.

Partial test results show up like this:

- Ten cars containing cases of cans of evaporated milk were shipped out of Abingdon, Va., with pneumatic dunnage and impact recorders. Representative carloads sustained impacts of up to 10 mph. Yet, of 13,735 cases shipped, only one was damaged. N&W couldn't fully determine the cause of the damage to that one case due to its position in an otherwise undisturbed load.
- In another series of tests on imported canned goods, 94,328 cases were shipped, representing 80 carloads. Some 259 cases were damaged, for a performance record of 2.7 cases per 1,000 shipped. Recognizing that the figures aren't strictly comparable, N&W still feels this is highly superior to the national average of some 40 cases damaged per carload.
- Another report: some 183 cars of canned goods were billed from Norfolk to Detroit, Toledo, Cincinnati, Cleveland and Grand Rapids. Of the total, 91 were delivered with no boxes requiring recoopering or in bad order. An average of 18 boxes per car, or 3,306 in all, required recoopering. Of these, 2,139 were delivered in bad order, an average of 11.7 per car.

Its experience with pneumatic dunnage prompted N&W to step out into unexplored territory. The road sought to expand its tariff authority so it could supply inflatable dunnage on a test basis for a year. But other roads in the territory turned the idea down.

It's been talked of elsewhere, however, and is expected to be discussed again as shipper acceptance of pneumatic dunnage grows. Some shippers say they fail to see the difference between inflatable dunnage and other special loading devices, even though the dunnage bags are not permanently secured to the car.

### Costs Are Low

Meantime, some shippers who have seen the dunnage with which N&W and other roads are experimenting, have gone out and bought some themselves.

Baltimore & Ohio also has experimented with the inflatable dunnage.

The road has kept close tabs on the economics of the product during its first experiences, especially the cost of returning the bags and the effect of that cost on the cost of dunnage per ton.

B&O reported at the AAR meeting that it had bought 10 bags, each costing $69.50. It estimates their useful life at three years. (Some reports indicate they may last longer.) Average round-trip cycle time has been running at 23 days. Therefore, over the useful life, B&O figures it will get 47.6 trips out of each bag. Thus, the dunnage cost per bag per time used would be $1.46.

The road also has found that an average of 1.91 bags is used per car, yielding a total bag cost per car shipped of $2.79. Add 51 cents for a carton for return, and $4.41 for return freight charges, and the total dunnage cost per car shipped is, by B&O's pilot study, $7.71.

Direct labor cost runs to $2.45 per car, yielding a total dunnage and labor cost of $10.16. Test shipments averaged 26.8 tons to a car. The total cost of inflatable dunnage per ton, then, amounts to 38 cents. The labor cost, by the way, includes an estimated half man-hour to handle and install the dunnage in a car.

Another B&O study, based again on limited experience, compares the cost of various blocking techniques. These figures stand out: inflatable dunnage costs 38 cents per ton based on loads of 53,572 lb. Blocking a load in a specially equipped car costs 28 cents per ton on a load of 55,000 lb; 38 cents on a load of 40,000 lb. But in a regular car, conventional blocking costs from 55 cents to $2.53 per ton (for mixed or stop-over loads), depending on size of load and type of blocking used.

### Leasing Studied

Whatever the cost may be, one way is being paved to take much of the problem of return out of the hands of both shipper and carrier. Here and there, agencies are cropping up which intend to lease pneumatic dunnage to shippers and to handle supply, return and maintenance for a flat charge. Such operations depend on volume, of course.

But already Loading Service Co. of Medford, Ore., is establishing agencies in New York and San Francisco, sees Chicago as its next target, and is planning a fourth depot in the Southeast. A representative price for the package: $15 for two 4-ft by 6-ft bags per car shipped. That's less than many shippers must spend to block a car by conventional means—and hope it holds together.

A similar service is being planned by Rowland W. Dobbins, a freight traffic specialist in Minneapolis.

One of the drawbacks to pneumatic dunnage brought out at the seminar was its tendency, when inflated to relatively high pressures, to become spherical. The bags then exert more pressure at the center of the load than at the edges and can, if care isn't taken, crush boxes or crates. Or they might work their way toward the top of the load or

*(Continued on page 53)*

# 1200 JOURNALS INSPECTED IN 74 SECONDS AUTOMATICALLY *by SERVOSAFE® Hot Box Detective**

The relative heat of EVERY bearing on this fast freight is now a matter of record... a record which pinpoints the location of ANY overheated, potentially dangerous journal boxes.

By this stitch-in-time early warning, your road can prevent hot boxes from causing serious damage... can detect overheated bearings before they become hot boxes.

Now in operation on ten major railroads, SERVOSAFE Systems are making tangible savings by reducing repair costs of journals and bearings, by minimizing inspection time at terminals, interchanges and interim inspection points. Set-off time and car shopping for major repairs are held to a minimum.

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SERVOSAFE Hot Box Detective Systems have thoroughly demonstrated their reliability—in total darkness or noonday sun—unhampered by rain, dust, fog, or smoke—in January or July.

Our engineers will give you facts and figures... so that you can evaluate the economic significance of SERVOSAFE Systems for your road. Write: **Railroad Product Sales**

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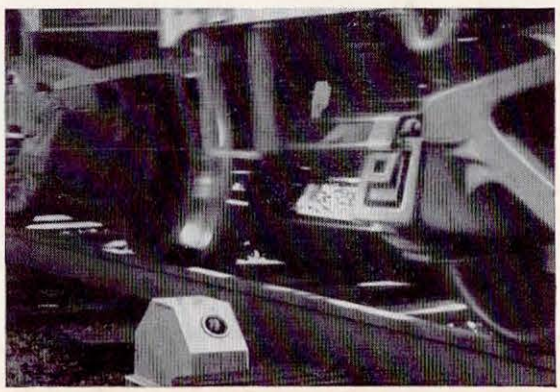
*U.S. and foreign patents applied for



FROM THE MAKERS OF N-S-F®

# STRAN-STEEL ANCHOR LINER WITH NAILABLE STEEL DOORPOSTS

## *to lengthen car life, lower maintenance and claims, raise loading flexibility*

*Repeated nailings of grain doors will not weaken Nailable Steel Doorposts. Cars can stay in revenue service longer, and carry all types of lading.*

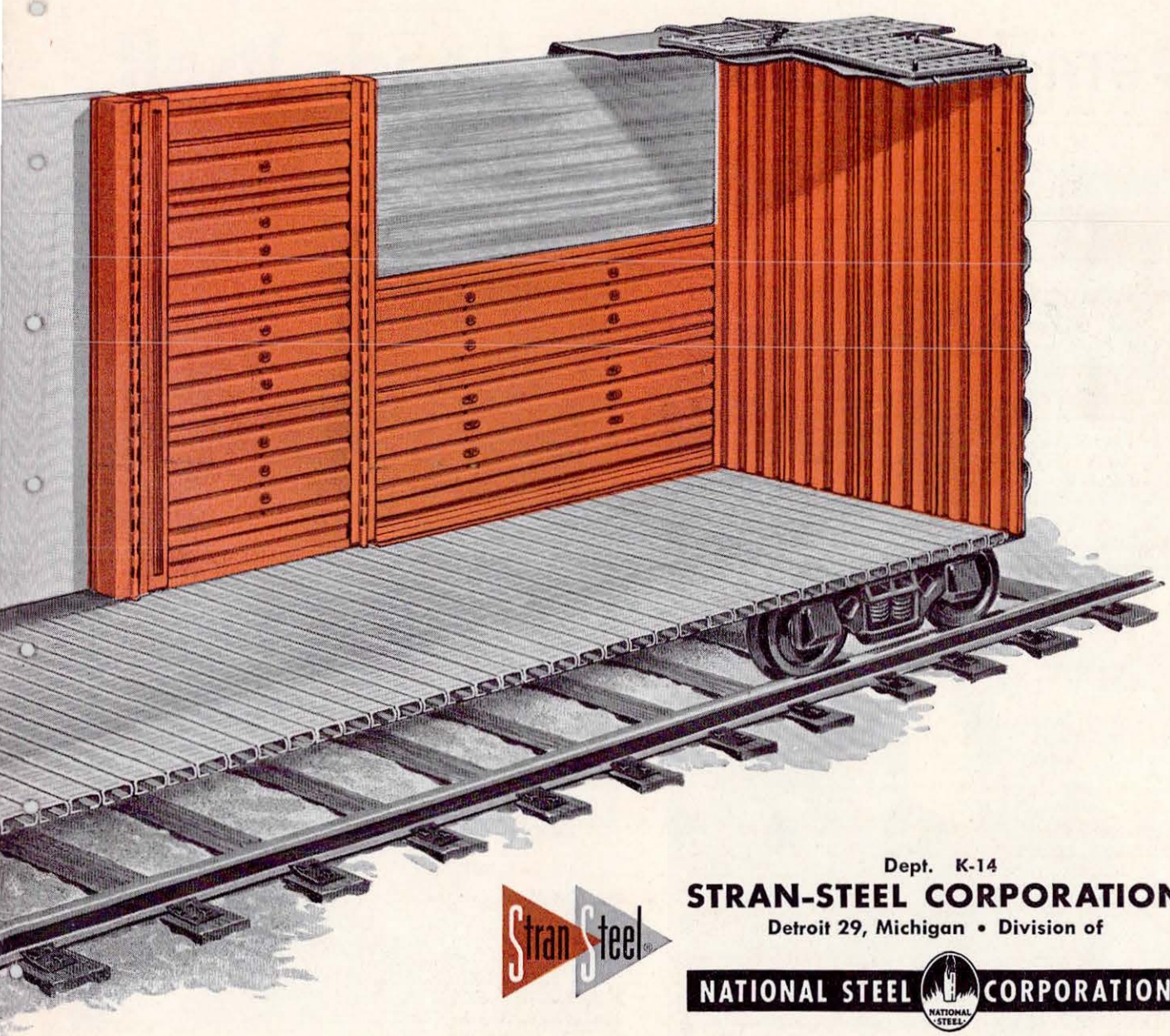
Since its introduction 12 years ago, **N-S-F**, the original **NAILABLE STEEL FLOORING**, has been put to work in more than 60,000 freight cars by 62 leading railroads. Now, Stran-Steel Corporation has developed two new companion products to help you get still more miles of Class A service from new and rebuilt rolling stock.

**STRAN-STEEL ANCHOR LINER** circles the car with a corrugated wall of **GLX-W** high-strength steel that reduces dead weight, compared to ordinary carbon steel liners of equal strength. Side heights are variable, with full height on the ends to strengthen these areas substantially and protect against bowing. Integrated with the liner are dozens of recessed strap anchors for fast, safe strapping. Since wooden sidewalls and decking are responsible for 70% of rip-tracking, Stran-Steel Anchor Liners can make a healthy reduction in maintenance costs.

**NAILABLE STEEL DOORPOSTS** strengthen the vulnerable doorway area against lift truck damage and stand up for years of service. Even repeated nailings of grain doors will not weaken them.

N-S-F and Stran-Steel Anchor Liner with Nailable Steel Doorposts give new and rebuilt freight cars complete protection, lading flexibility. Such cars carry all types of lading—rough, sacked, finished or bulk—and stay in revenue service longer. Information available from Stran-Steel representatives in Chicago, New York, Philadelphia, St. Louis, Cleveland, San Francisco, Minneapolis and Atlanta. In Canada, Stran-Steel Anchor Liner with Nailable Steel Doorposts is sold by International Equipment Co., Ltd., Montreal.

**COMPLETELY EQUIPPED CARS WILL BE ON DISPLAY IN MAJOR CITIES IN THE NEAR FUTURE. CONTACT YOUR LOCAL STRAN-STEEL REPRESENTATIVE FOR DATES.**



Dept. K-14

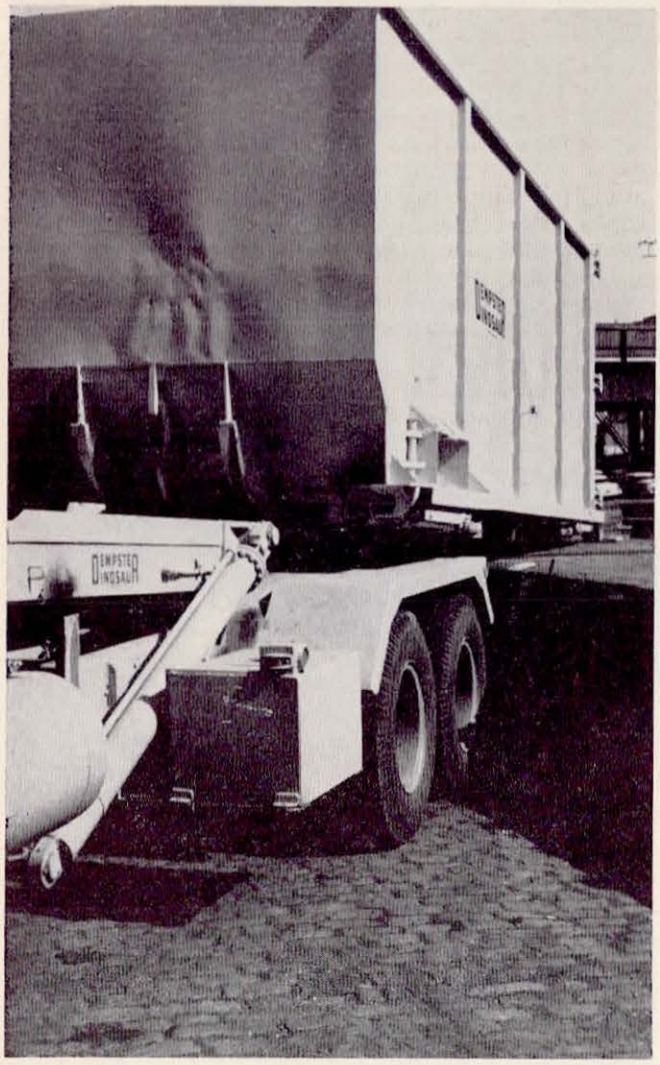
**STRAN-STEEL CORPORATION**

Detroit 29, Michigan • Division of

**NATIONAL STEEL CORPORATION**

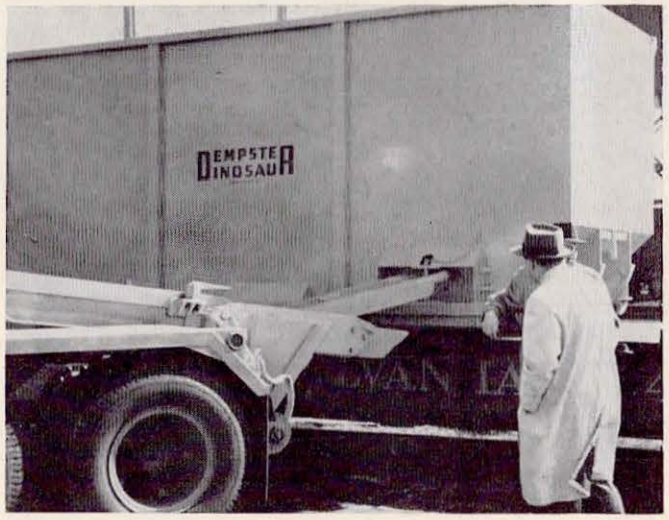
**PHILADELPHIA RAILROADERS** got a look at a new wrinkle in container systems last week. President George Dempster of Dempster Brothers demonstrated the ease with which his new "Dinosaur" is loaded and unloaded.

# Dempster Dinosaur Loads Itself

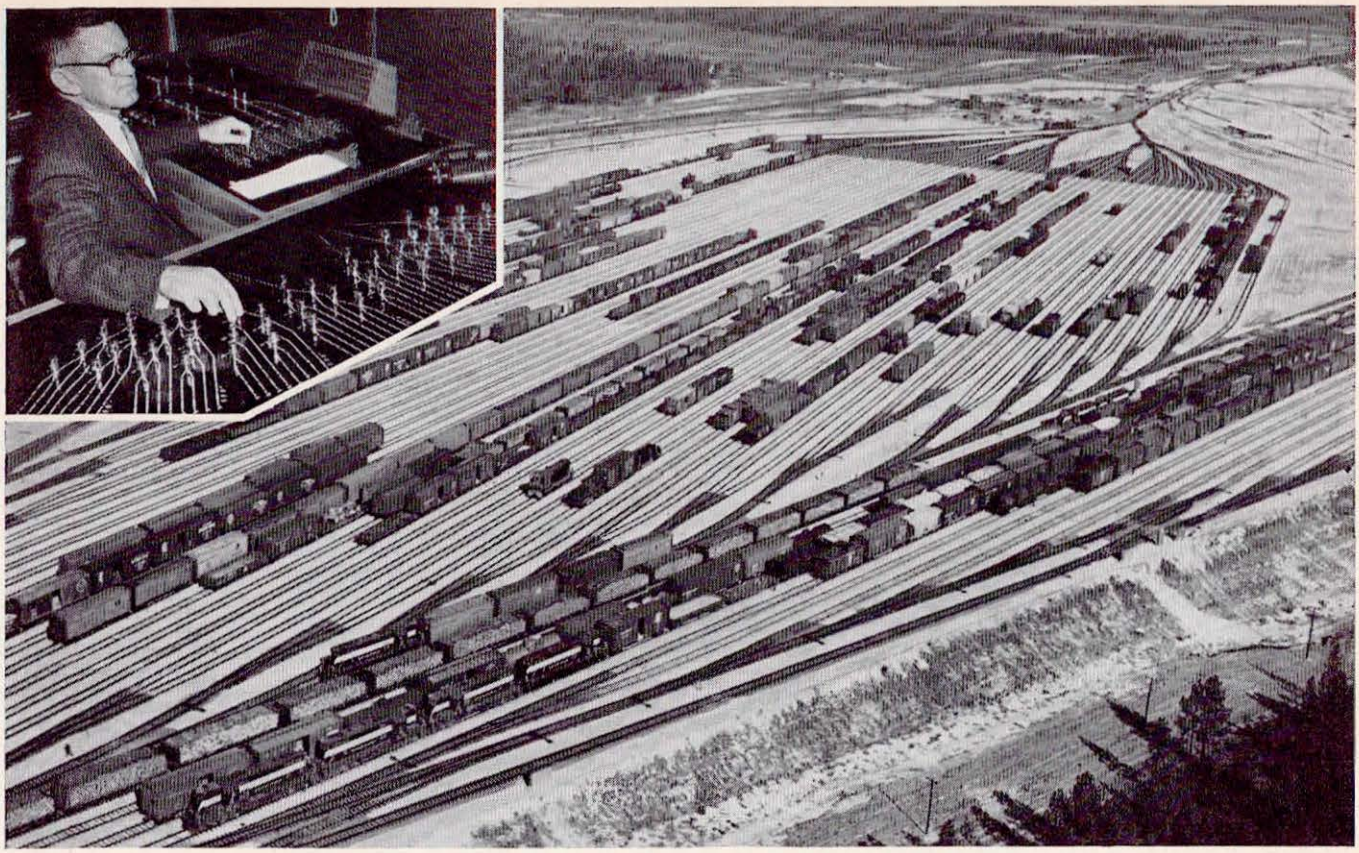


**BACKBONE OF DINOSAUR** is a hydraulic system on the truck chassis. This lifts, pushes, pulls box any direction.

**ONE MAN** can load and unload containers from the truck cab. Containers are loaded diagonally.



**WITH REAR END SECURED,** the driver uses hydraulic "bail" to align container with car.



# *Careful handling...*

## STANDARD PROCEDURE ON THE SEABOARD

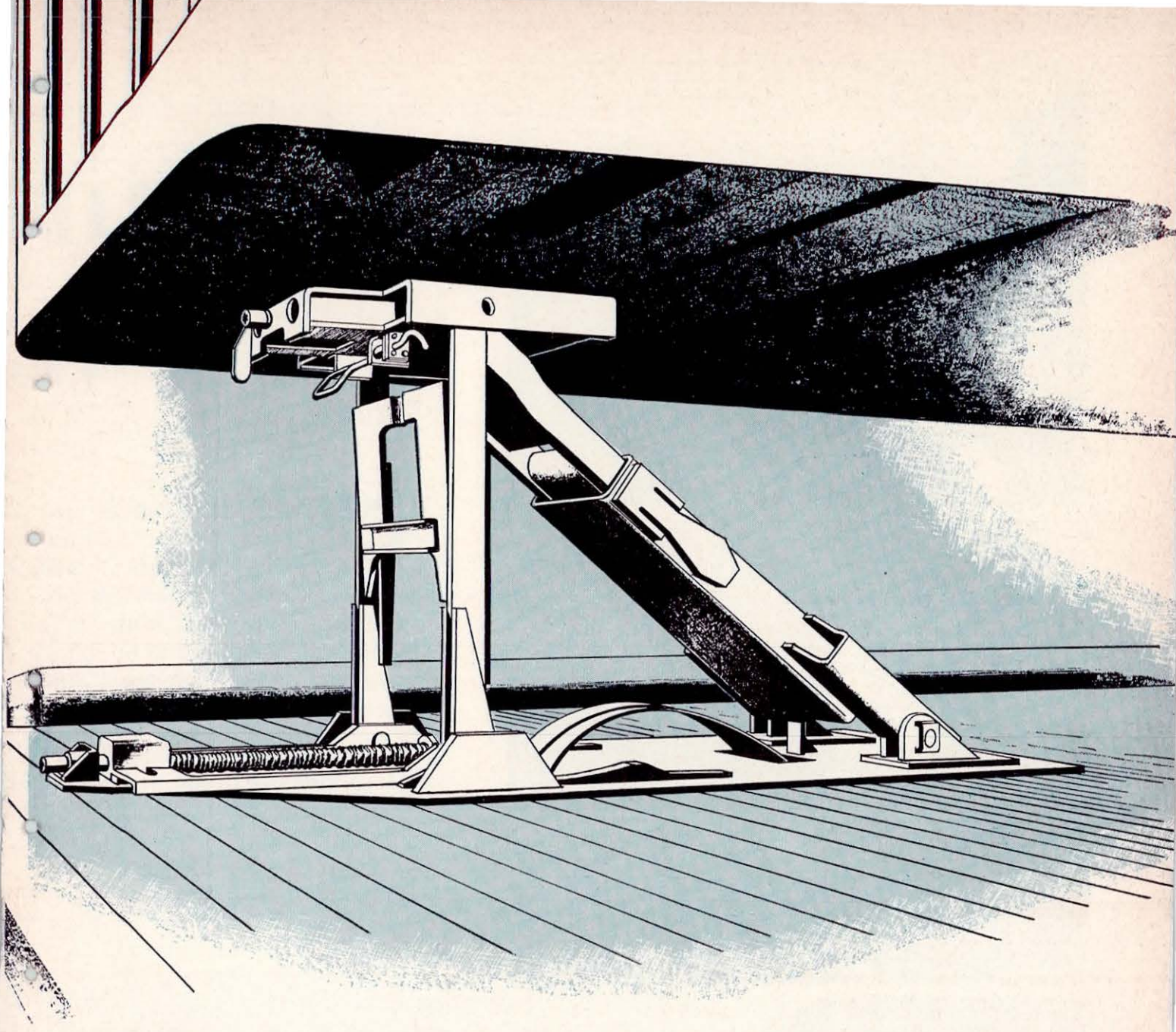
We of Seaboard want your traffic regularly, and know that we must earn your confidence by taking good care of each shipment you entrust to us.

That is why careful handling—the way to the ideal of Perfect Shipping—receives the emphasis it does on our road.

In the Southeast, SEABOARD stands for responsibility, good judgment and care—every mile of the way.

**THE ROUTE OF COURTEOUS SERVICE**

# more acf retractable trailer-hitches are in service than all other tie-down methods combined!



# 6,600 acf Trailer-Hitches Have Been Ordered For Use On 30 Railroads

## SIX BIG BENEFITS:

**LOW COST!** standard price for the acf Trailer-Hitch is only $995. FOB Berwick, Pa.

**FLEXIBILITY!** handles any standard highway trailer without special attachments.

**SPEED!** one man does complete job in less than three minutes, saves terminal time as well as costly man-hours.

**SAFETY!** one-unit tie-down gives greater safety to trailer and lading, eliminates need for chocks or chains.

**PROTECTION!** 40,000 foot-pounds *extra* cushioning protects trailer and cargo.

**IMMEDIATE DELIVERY** for installation on your present cars as well as on new flat cars. For full information and specifications get in touch with your nearest acf office or Dept. RA-4, American Car and Foundry, Division of acf Industries, Incorporated, 750 Third Avenue, New York 17, N. Y.

acf

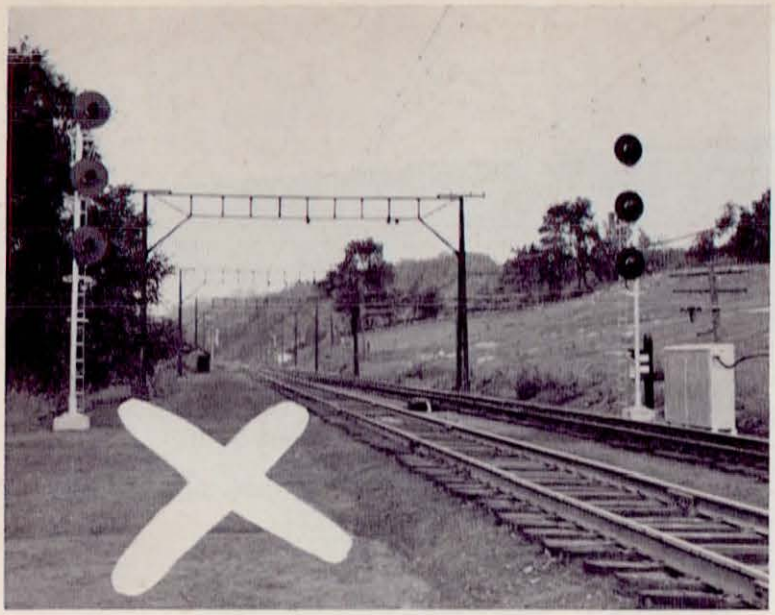
**AMERICAN CAR AND FOUNDRY**

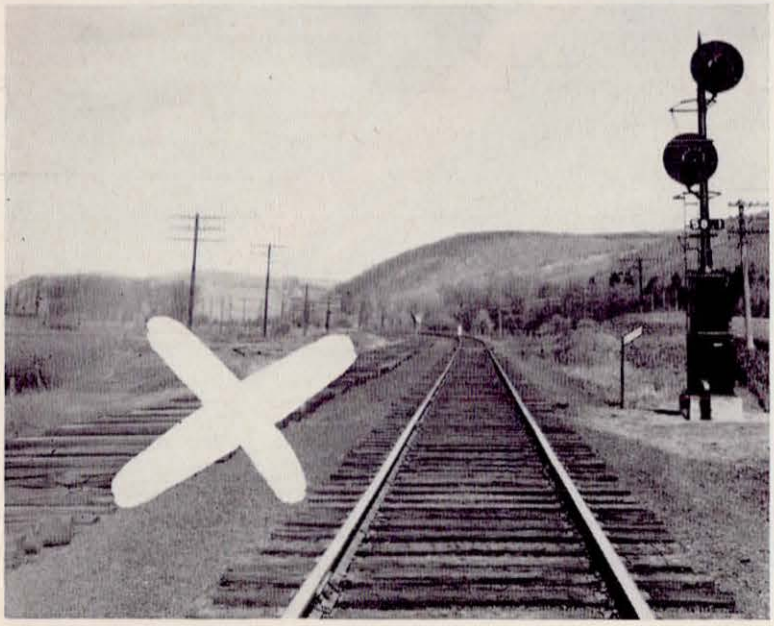
DIVISION OF ACF INDUSTRIES, INCORPORATED
750 THIRD AVENUE, NEW YORK 17, N. Y.

***RETRACTABLE TRAILER-HITCH***

GEARED TO PROGRESS RPI MEMBER

Philadelphia • San Francisco

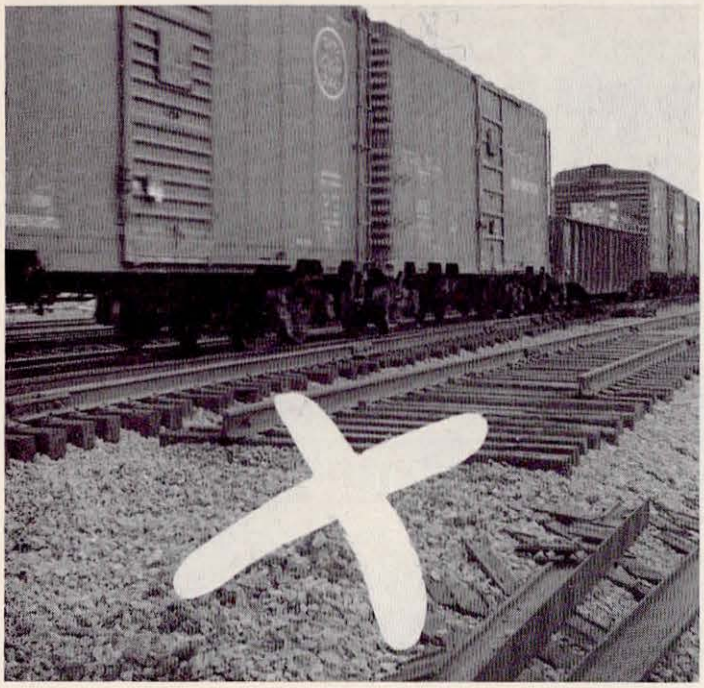


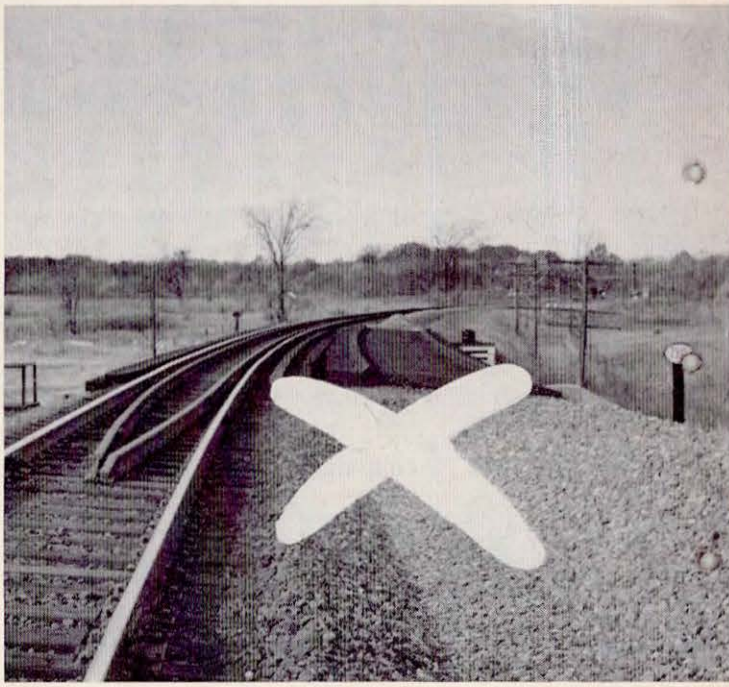


# TAKE UP ...

CENTRALIZED traffic control is much more efficient than older methods of train operation. cTc increases track capacity so much that, in many instances, double track is no longer necessary—and single-track lines need fewer sidings.

Excess track is a needless expense. Remove it and you save on maintenance, taxes, and payrolls. Salvaged rail, switches, ballast, and ties can be used elsewhere—help pay for the cTc.





# TRACK and SAVE with GRS cTc

GRS offers cTc to suit your needs. You can have an all-relay system for the average installation and for simplified cTc on light-traffic lines. Or you may need Syncroscan®, the electronic cTc, ideal for dense traffic and extended mileage. With a GRS Traffic Master control center, you can have one-man pushbutton operation of hundreds of miles of railroad.

Consider GRS cTc along with your track program. Ask for complete information.

| SOME ACTUAL TRACK SAVINGS FROM GRS cTc | |
|---|---|
| Installation Length | Track Removed |
| 137 miles | 48 miles |
| 82 miles | 10 sidings |
| 167 miles | 85 miles, 35 switches |
| 133 miles | 8 sidings, 15 switches |
| 163 miles | 4-track to 2-track |
| 19 miles | 12.6 miles |

**GENERAL RAILWAY SIGNAL COMPANY**

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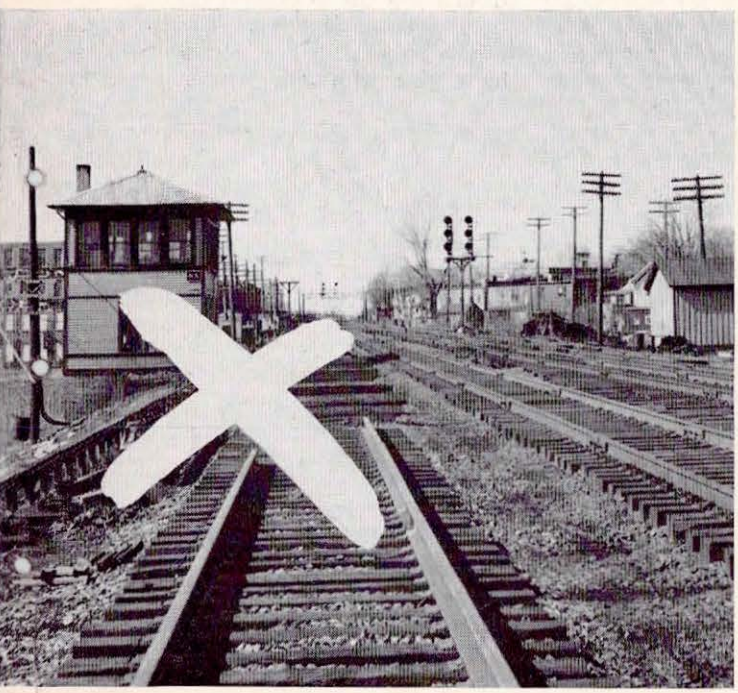
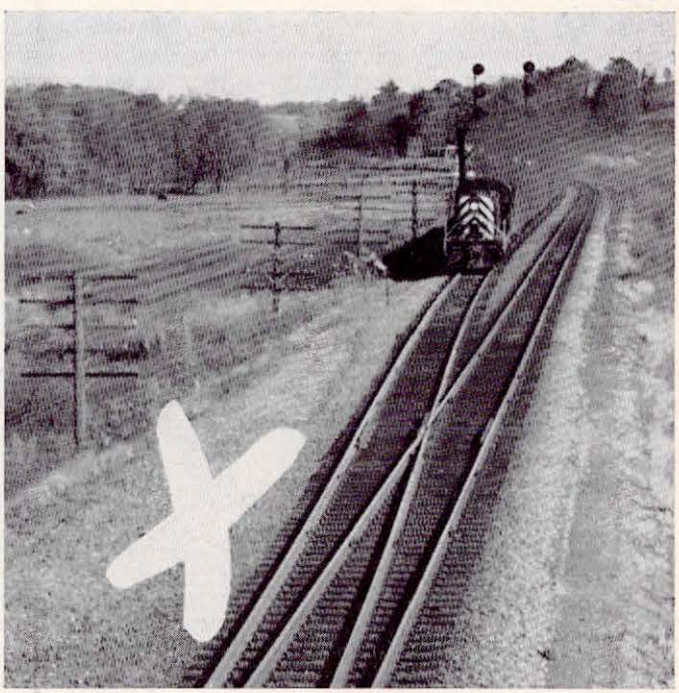
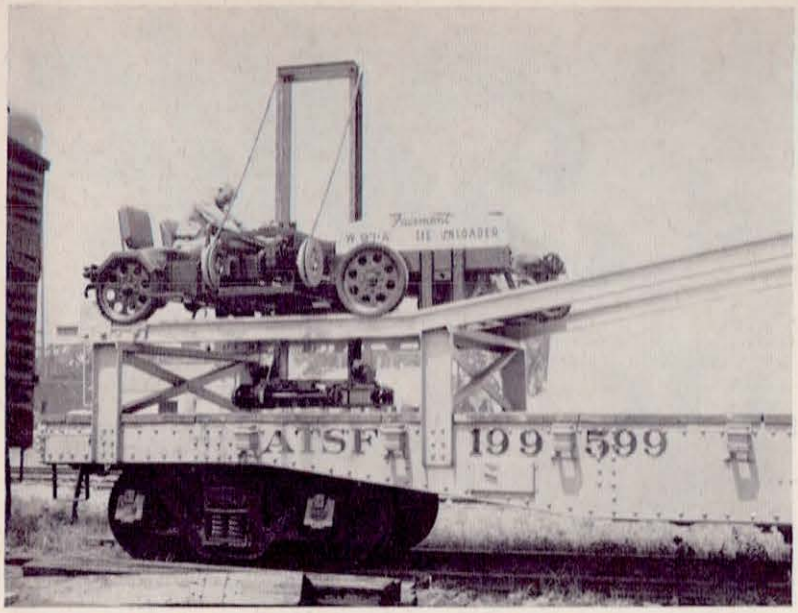
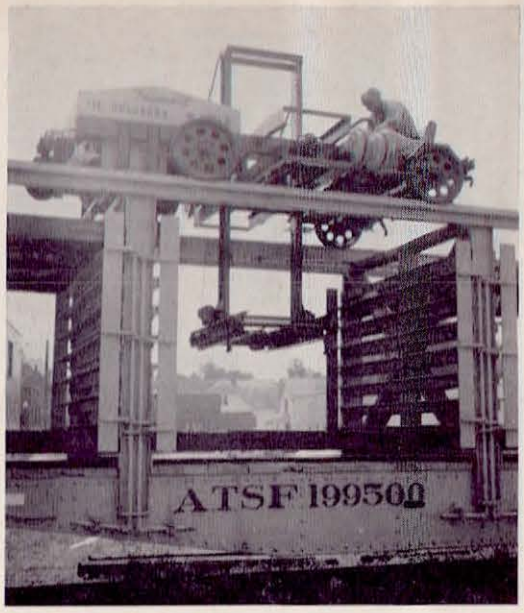







**UNLOADING MACHINE** is normally carried on level storage spot on especially designed ramp car at end of train.




**LOWER END** of boom on unloader has two endless steel chains. Chains push ties off.

# New Machine Speeds Tie Jobs

Tie-unloading costs have been cut on the Santa Fe with a newly developed machine that unloads ties from specially equipped cars.

The money-saving procedure is the product of a joint endeavor by the road's engineers and Fairmont Railway Motors, Inc. With it, the Santa Fe completed the final step in a program to place tie handling on a fully mechanized basis. Fairmont developed the tie-unloading machine at the road's request.

The new equipment is in active shuttle service between the road's Albuquerque, N. M., tie and timber treating plant, and mechanized gangs on high-speed, heavy-traffic main tracks. Crossties are loaded at the treating plant and unloaded alongside the track without being touched by anyone.

Previously, the gangs had been supplied with new crossties shipped in coal cars and similar equipment. Unloading was entirely by hand. Sometimes it was possible to unload about 1,000 ties a day. With the new method, about 6,000 ties can be unloaded in less than eight hr. Ties are placed alongside the track nearly opposite to where they are to be inserted.

The Santa Fe owns several 44½-ft flat cars considered ideal for conversion into special tie cars. On each car to be converted, five bulkheads are constructed of steel channels and steel angles to form four compartments for supporting and containing new ties. The compartments are made by welding steel angles to the face of the bulkhead that is the end of each compartment. The new crossties are loaded by fork-lift trucks at the treating plant so that their ends rest on the steel-angle shelves parallel to the track.

The distance between bulkheads is 9 ft 2 in., so the angle shelves will be far enough apart to support the ends of 9-ft ties. New 8-ft ties are loaded and handled by inserting in each compartment a removable jig carrying a matching set of shelves, so that available space is 8 ft 2 in. long.

Tops of the compartments, 7½ ft above the deck of the car, are tied together by two 131-lb rails. The rails are installed longitudinally with the car and spaced to provide a 6 ft 10 in. gage. They function as running rails for the tie-unloading machine.

Narrow gates, made of vertical steel plates pivoted on 1½-in. gate-hinge shafts, are provided at both ends of each compartment. During long moves of the equipment, the gates are closed fast so that crossties are restrained laterally from sliding off the shelves.

Each compartment has eight sets of shelves, each of which will carry 13 crossties. This arrangement gives a total of 104 crossties per compartment or 416 per car. Fourteen cars are normally used together in one work train. Hence, 5,824 crossties are generally available for unloading and distribution during a day's operation.

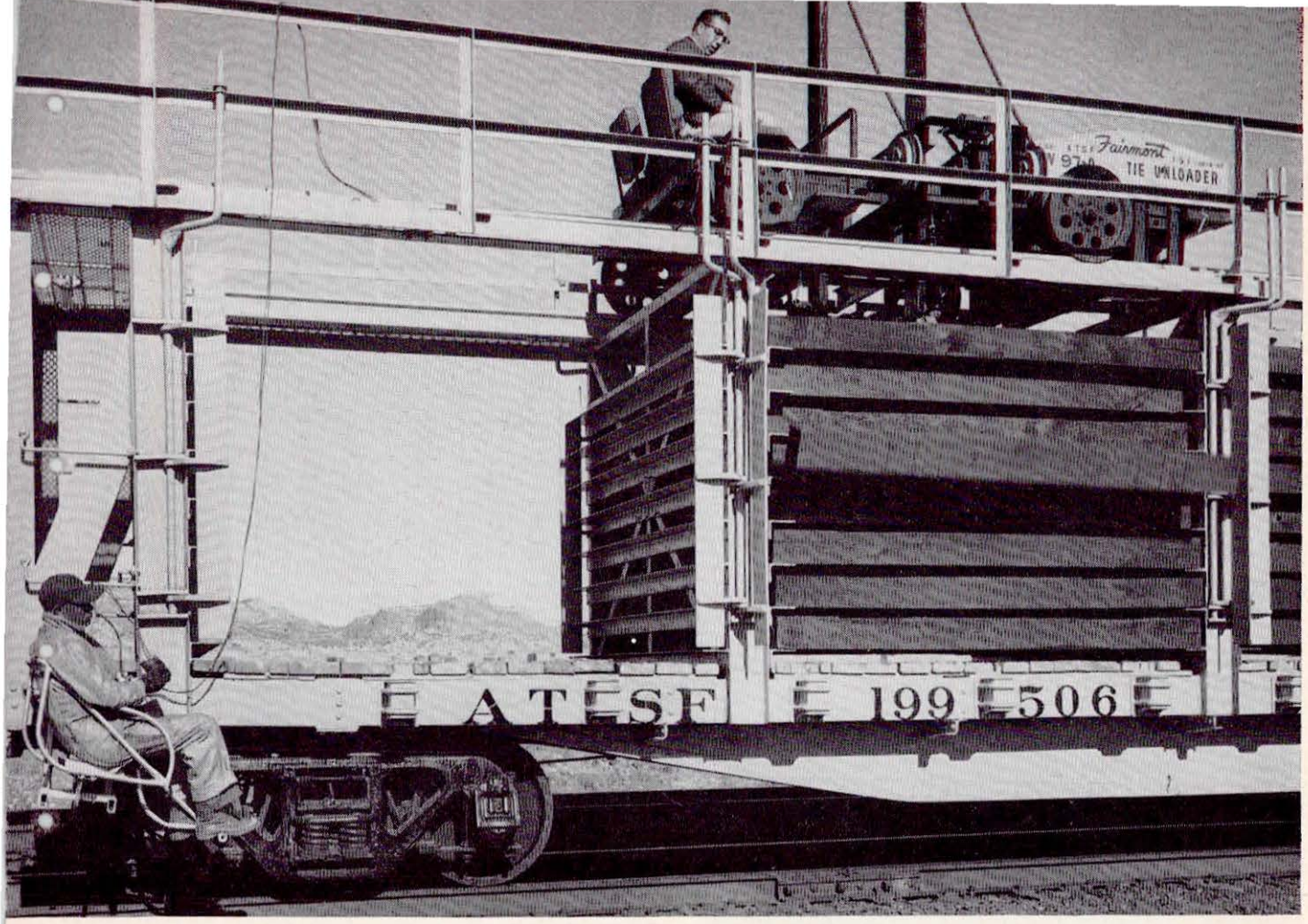
The Fairmont tie-unloading machine is normally carried on an especially designed ramp car at the end of the 14-car string of loaded tie cars. The ramp car is equipped with two inclined 131-lb rails so the machine can be brought from its low-level storage spot on the car up to the height of the rails atop of the tie cars. The machine moves from ramp car to tie car and from tie car to tie car on pivoted drawbridges.

The unloader is powered by a 22½-hp engine with fluid coupling and a pump. Completely hydraulic, it has a machine travel speed of 6 mph from bin to bin and across the tops of the tie cars.

Principal mechanism of the machine is a vertical boom which can be positioned laterally or vertically. A small carriage with two endless chains is at the lower end of the boom. The chains are 3 ft apart. Each carries a lug long enough to engage the side of the outside crosstie on each tier.

The machine is a one-man operation. Control of the propulsion, vertical boom movement, lateral boom movement and revolution of the two chains with lugs is accomplished with four hydraulic valves.

In operation, the machine is positioned over the center of a loaded compartment. The narrow gates on the side of the compartment are opened and the




**ON SIGNAL** from "spotter" riding on chair attached to car, operator of tie-unloading machine causes ties to be discharged from shelves in tie cars. An entire tier of 13 ties can, it is said, be unloaded in less than 10 sec.

boom is moved laterally and vertically to a point where the two lugs engage the side of the crosstie of the top tier on the side of the compartment opposite the open gates. As the work train and tie cars move along at a speed of from two to four mph, the crossties in the tier can be shoved laterally by the two lugs so they will drop off of the ends of the shelves at desired locations.

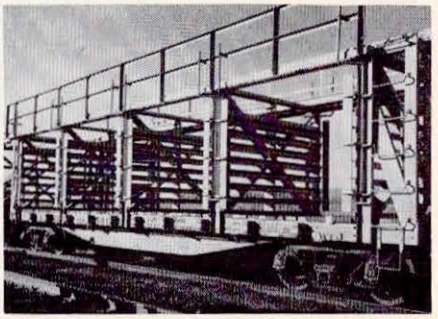
Since the lug chains have a speed of 162 fpm, it is said to be possible to unload an entire tier of 13 ties in less than 10 sec. At a train speed of 3 mph, this would permit unloading a crosstie every 3.4 ft. Such close spacing is rarely required, however, as tie-renewal programs are undertaken when the average distance between tie replacements is about 26 ft. This is the average spacing for a renewal rate of about 200 ties per mile.

Where new ties are being unloaded with the new equipment, a tie inspector marks the individual ties in need of renewal. Usually, the outside head of the rail is marked with yellow crayon directly above each tie to be renewed.

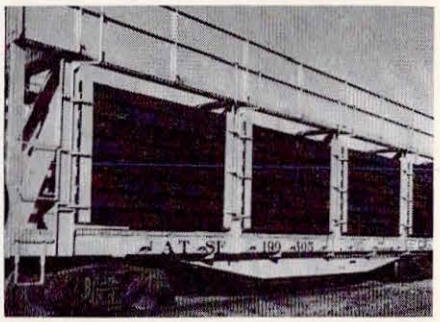
When the work train with the tie-unloading equipment is unloading ties in territory previously covered by the tie inspector, the location of the markings is conveyed to the operator of the tie unloader by a spotter, who rides in a portable lightweight basket chair attached to the side of the tie car. The chair is hooked to the lower grab iron and sill step. It is moved by the spotter from one tie car to the next as unloading progresses.

From the spotter's position he can see the tie inspector's markings. This information he conveys to the tie-unloader operator who causes the machine to shove ties off the shelves as indicated by the markings. Communication between the spotter and the operator of the unloading machine may be carried on by various means. These include a buzzer system, a portable battery-operated loudspeaker megaphone with shoulder harness, and radio. Radio communication now seems to offer the most practical method.

The tie-unloading equipment is handled by a maintenance-of-way crew of four men. The crew includes the tie-unloader operator, the spotter, one man to handle the gates on one side of each tie compartment and the drawbridges between cars, and one man with tie tongs who follows the work train on foot to swing one end of the ties away from the track on those infrequent occasions when they fall in a position to restrict the clearance.



**EACH TIE CAR** has four compartments, each with eight sets of shelves. Capacity is 104 ties per compartment; 416 per car.



**HINGED GATES** of narrow steel plates at ends of compartments are fastened in closed position during moves of loaded cars.

# NOW your Freight moves *FASTER* through both MEMPHIS and TULSA

**FRISCO'S *SECOND* Retarder Yard in *less* than two years!**

Tulsa Cherokee Retarder Yard now in daily operation; all 40 classification tracks to be completed by mid-summer.

**New $5,500,000.00 Cherokee Yard Electronically sorts *4 cars per minute!***

**Stepped-up switching speed—yet more careful handling! Automatic "Retarders" baby each car to a cushioned stop.**

Both the Memphis and Tulsa electronic Retarder Yards are a part of FRISCO'S $200,000,000.00 improvement program in 9 Southeastern and Southwestern states to provide *better* shipping and *perfect* shipping for your freight.

When you route IT FRISCO you can be sure of less terminal delay . . . more dependable schedules.

**ship IT *FAST*... ship IT *SURE***

**SHIP IT ON THE**

**FRISCO**

**5,000 MILES SERVING:** MISSOURI • KANSAS • ARKANSAS • OKLAHOMA • TEXAS • TENNESSEE • MISSISSIPPI • ALABAMA • FLORIDA

# Germany Likes Containers

By W. HOOTZ

Vice President — Operations
German Federal Railroad
Stuttgart, Germany

To aid its country's export-happy industry, the German Federal Railroad is working actively to develop facilities for shipment of containerized freight, both overseas and on the European continent. The ultimate objective—identical to that being sought by other transportation interests elsewhere—is a complete, international container service.

So far, German overseas containers have been designed primarily to carry small lots of expensive and valuable freight, which otherwise would require expensive packing. The continental European containers have a much wider field of usefulness—including transport of bulk products. Both types are designed to satisfy the same basic requirements: ready interchangeability between different types of carriers; lower transportation costs through simplified loading, unloading and transfer; and less loss, damage and pilferage.

German work on international containerization began in 1952, with organization of the Contrans Company for Overseas Container Traffic, owned in part by the GFR. Today, Contrans owns and operates several hundred special overseas containers in 5- and 10-cubic-meter sizes.

Each size is designed to occupy minimum floor space; to fill, vertically, the normal height between ship decks; and to maintain maximum stability during ocean movement. Sidewalls are smooth, both inside and out, to facilitate loading and reduce space occupancy, and are strong enough to permit stacking or tiering. The containers can be handled by ship or dock crane or lift truck.

Present containers can be transported, on land, only on special "BT cars" operated by the GFR, or on specially equipped trucks available in Germany, Belgium, Holland, Sweden and Switzerland. Consideration is now being given, however, to addition of a roller transfer device which would make it possible to handle overseas containers on other cars and trucks.

Railroad rates for loaded overseas containers in Germany and some other west European countries are based on net weight of actual load and distance carried. The calculated rate is then reduced by 15%, to compare with the discount allowed for shipment in private railroad cars. Tare weight of containers is not included in determining rates. Ocean rates, not yet standardized, are handled individually by participating ship lines.

For shipments between Germany and the U. S., Contrans containers may be leased through the U. S. Navigation Co., Whitehall bldg., New York 4.

Full utilization of Contrans containers—or of any others—depends on settlement of some still unsolved technical, economic and organizational problems. One is the necessity for development of reasonably well-balanced two-way traffic—or of containers which can be collapsed for empty return to conserve space. Another is the need for some measure of agreement between railroads, ship lines and forwarders—as well as customs and port authorities—in countries where there is serious possibility of developing a substantial container movement.

That such problems can be successfully solved seems to be amply demonstrated by the 15,000 "PA" containers already in use between Germany and certain stations in Belgium, Switzerland, Netherlands and Sweden. In 1957, German industry shipped approximately 2,314,000 tons of freight in nearly 468,000 loaded containers.

German application of PA roller-containers dates back to 1949. They are available now in three basic types—open, closed, and closed for loose bulk freight sensitive to rain and dampness. Each type has a light weight of 2,200 lb, and a load capacity of five tons. They can provide a complete and universal customer service, without expensive local equipment.

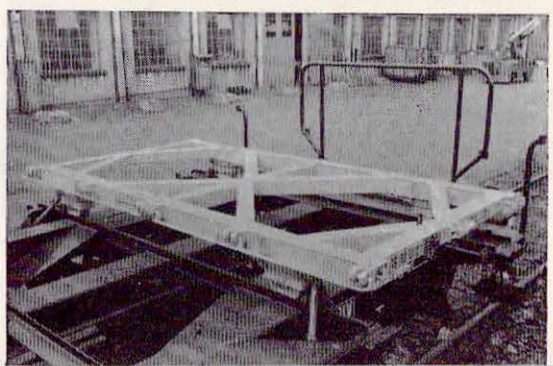
They are carried, by rail, on special "BT" freight cars; and, by road, on special trucks which "piggyback" containers between rail siding and industrial plant. The truck also has a tilting arrangement, which can be used to unload loose bulk freight without removing the container. Transfer from car to truck is normally by rollers, but may also be handled by crane. A simplified truck is available for use at points where container traffic is light.

The 5-ton containers are considerably smaller than the truck-body size units on which interest has recently been centered in the United States. But their successful development and operation in Europe has demonstrated certain fundamental facts, which are probably applicable to any successful container operation:

- It must provide a complete and widely usable shipper-to-consumer service;
- It must involve the smallest possible number of container types;
- Car-truck transfer must be a fast, easy, one-man job; and
- Any special equipment which may be needed must be kept in full-time use.

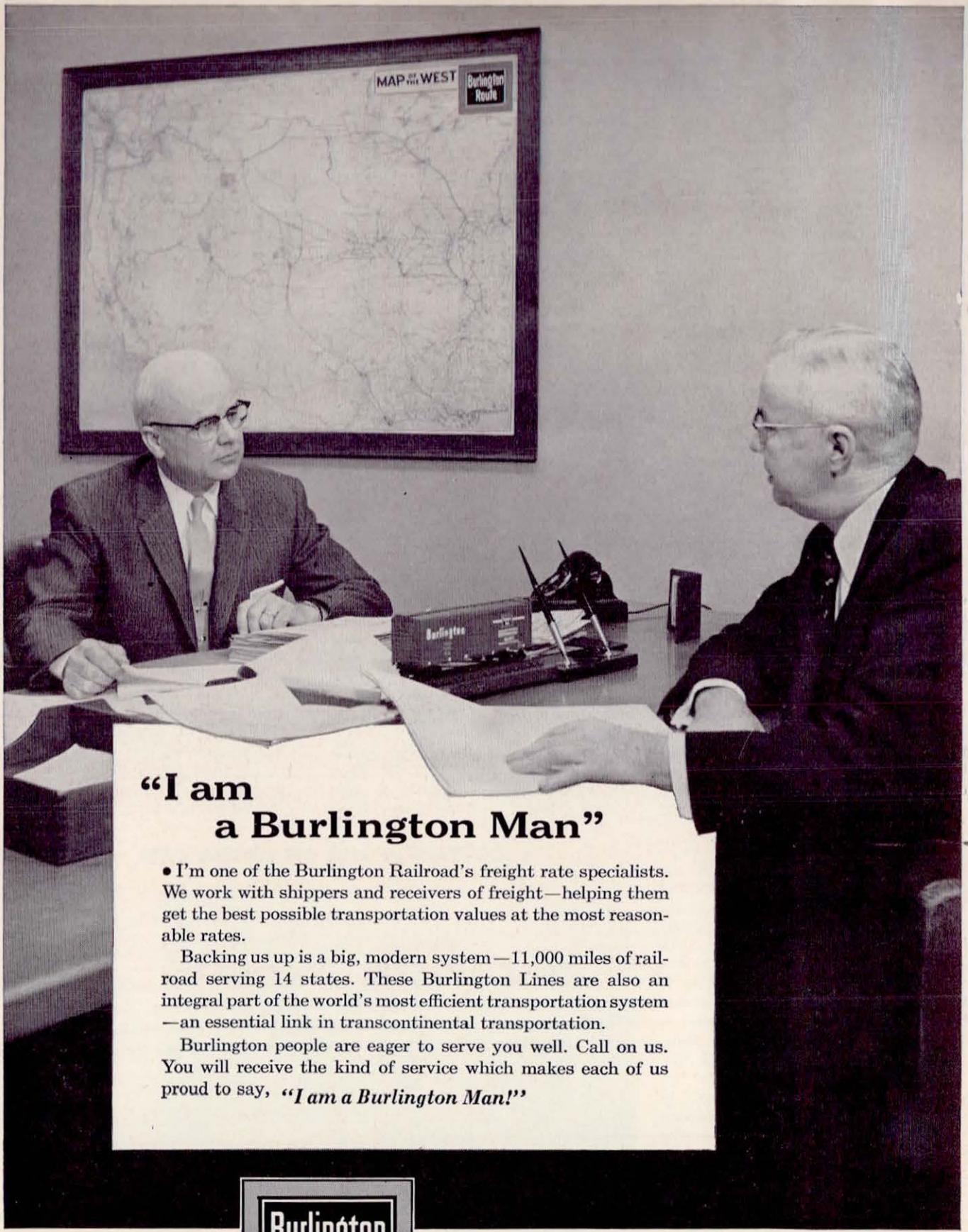
## CONTAINERS RIDE ON SPECIAL CARS

▲



◀ "BT" FLAT CARS equipped with special roller device operated by the German Federal Railroad.

GERMAN FLAT CARS carry four containers, loaded sideways. Those shown are special 5-ton units.




# "I am a Burlington Man"

• I'm one of the Burlington Railroad's freight rate specialists. We work with shippers and receivers of freight—helping them get the best possible transportation values at the most reasonable rates.

Backing us up is a big, modern system—11,000 miles of railroad serving 14 states. These Burlington Lines are also an integral part of the world's most efficient transportation system—an essential link in transcontinental transportation.

Burlington people are eager to serve you well. Call on us. You will receive the kind of service which makes each of us proud to say, *"I am a Burlington Man!"*

**Burlington Route**

**Chicago, Burlington & Quincy Railroad**
**Colorado and Southern Railway**
**Fort Worth and Denver Railway**

**BURLINGTON LINES · *Everywhere West***

# CLIC speeds seeds

There's a Midwest seed broker who routes every shipment he can over Chesapeake and Ohio. It goes back to an incident that happened a few months ago. He had bought a carload of seed and sold it before even the bill of lading had arrived. He knew it had been shipped C & O, so he called the local C & O Traffic Office.

"I know it is almost impossible for you to locate the car", he said, "but will you try".

With the aid of CLIC – C&O's all-teletype car reporting system – the car was located and reconsigned in just a few minutes.

Naturally a thing like that doesn't happen often, but our broker friend has found many occasions when it was most helpful to be able to pick up the phone and find out the exact location of any car, anywhere on the C&O system.

Try CLIC and see how it can work for you.

A booklet describing CLIC is yours for the asking. Just write:

**Chesapeake and Ohio Railway**

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!

## SPECIAL-DEVICE CARS

(*Continued from page 13*)

railroads, according to L. H. Martin, general traffic manager, Gould National Batteries, Inc., St. Paul, and F. L. Thomas, traffic manager, Wisconsin Canners Association, Madison.

Western railroads, both men say, have done a better job in supplying such cars. Mr. Thomas further suggests that, if individual eastern lines are unable to furnish enough special cars, they consider some sort of pooling arrangement, either among themselves or in conjunction with their Chicago connections.

Even though the Poll indicates overwhelming shipper acceptance and approval of special device cars, several traffic managers point out certain qualifying factors which have a direct bearing on their effectiveness.

For one thing, the cars and their equipment must be properly used. "It is extremely important to instruct personnel in proper usage of the special equipment, if damage is to be eliminated," says R. J. Garrison, traffic manager, A. B. Dick Co., Chicago. Similarly, the Sinclair Refining Co. (W. D. Ohle, general traffic manager, New York), "experienced some damage when first trying out" device cars, but has had none "since loading crews learned how to apply correctly the dunnage with which such cars are equipped."

For another thing, the special cars and their contained mechanical devices are not a substitute for proper loading and careful handling. "Nothing will take the place of individual action and personnel interest in avoiding damage through careful handling of both packages and cars," writes G. W. Albertson, New York, general traffic manager of F. W. Woolworth Co. W. J. LaLuzerne, traffic commissioner of the Green Bay, Wis., Association of Commerce echoes this in his statement: "Carefulness still has to be used in humping and switching." And Southworth Lancaster, Cambridge, Mass., transportation consultant, calls "proper loading by shippers plus proper handling of cars" the "crux of damage prevention."

"If," Mr. Lancaster continues, "special-device cars encourage shippers to rely on damage-prevention features and thereby neglect to use proper loading practices, they may in the long run defeat their own end. If yard forces get the idea that special-device cars can be banged around with impunity, it may lead to a relapse into bad habits railroads have been trying to correct."

In the third place, "the cars themselves must be in good shape," to quote H. A. Osterhart, general traffic manager, Gerber Products Co., Fremont, Mich. The fact that "specially equipped cars are always relatively new and consequently all component parts are in good condition," has as much to do with their damage-prevention record as does their special equipment, in the opinion of R. M. Boyd, general traffic manager, Pittsburgh Plate Glass Co., Pittsburgh.

"When ordinary box cars are used," Mr. Boyd points out, "quite often repair of roofs, sidewalls or floors is necessary; trucks may be in bad condition; wheels may be flat; springs may be broken, etc., due to the car's age."

The relatively few statements produced by the Poll which might be construed as critical were directed toward the improper use of dunnage; the amount of it; or the number of cars available.

R. A. Appleman, general traffic manager, Esso Standard Oil Co., New York, points out, for example, that "prospective users of damage-prevention cars are hampered because equipment has not been properly restored to racks by the previous user." He suggests that carriers inspect cars before placement to check equipment.

The Poll question, as worded, was limited to interior devices directly affecting the loading of freight. Quite a few shippers, however, extended their replies to include highly favorable comments on such components as draft gear, trucks, underframes, insulation, etc.

J. W. Cassell, district traffic manager, Reynolds Metals Co., Sheffield, Ala., says "improved draft gear and trucks are more important to us than inside equipment, due to irregularity in size and shape of shipments." Mr. Cron, quoted above, gives cushion underframes a large part of the credit for practical elimination of damage to curved automobile glass—on which breakage claims formerly ran as high as $1,800 per car! And a late, unsigned reply from S&W Fine Foods, of San Francisco, says that company would prefer to use nothing but insulated cars.

Most of those shippers who reported "no experience" with device cars, and who explained their replies, attributed their lack of knowledge to the nature of their shipments, i.e., not moved in box cars, not susceptible to damage, etc.

### Off-Track Maintenance?

Will helicopters be next in the growing list of off-track maintenance machines? Tests now under way on the Western Maryland at Gettysburg, Pa., (RA, March 9, p. 7) are designed to show what advantages helicopters offer in weed and brush control work. Dr. Carrol Voss, president of Agrorotors, which with the WM and E. I. duPont de Nemours is conducting the tests, is optimistic on the basis of preliminary runs.

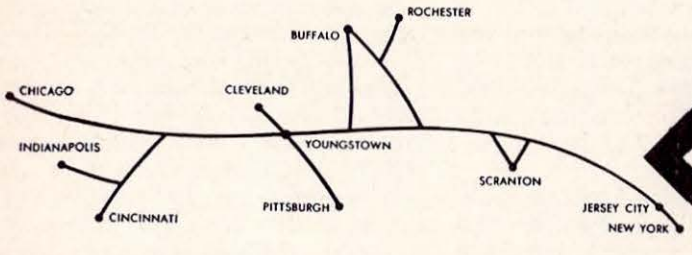
# YOUR PARTNER...

# IN GETTING THE GOODS THERE ON TIME!

PERSONAL attention to customers' shipping problems by this Erie traffic representative—and others like him—is an important part of the complete **customer service** Erie offers you.

You'll find his brand of personal interest in helping work out the details of your shipments is hard to match. He's "on the spot" when you need fast information, special equipment or assistance. And you'll like his "follow-through" on helping make sure your shipment gets there—where and when you want it.

**Customer service** is much more than just a phrase on the Erie. It's a philosophy of running a railroad—of meshing the contributions of every department on the Erie *to fit your needs*. You'll see one important phase in action when you call in your Erie "partner" the next time you ship to or from the industrial area served by the dependable Erie.




...symbol of dependable **customer service**

ERIE

Erie Railroad

*Dependable Service for the Heart of Industrial America*

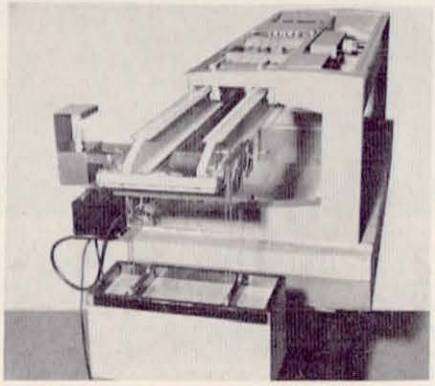
# New Products Report

## Dust-Control Unit

A continuous-flow dust control conditioning unit eliminates the problem of dust during unloading or handling of such dry materials as coal, stone or ore. The complete unit can be located indoors or out, and winterized for year-round operation in areas where temperatures fall below freezing. Important parts are of heavy-duty construction, and easily replaceable. *Johnson-March Corp., Dept. RA, 1724 Chestnut st., Philadelphia 3, Pa.*

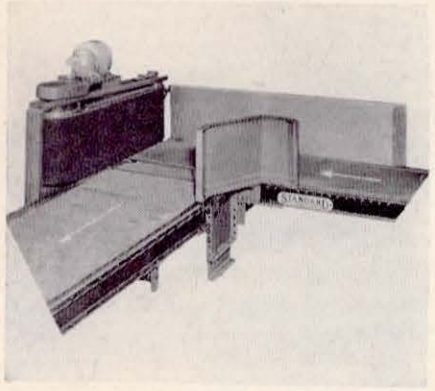
## 'Lo-Tare' Cargotainer

A new light-duty Cargotainer, of welded wire mesh, called "Lo-Tare," has been developed for loads up to 1,000 lb. It affords all the advantages of other Cargotainer models—visual inventory at all times, self-cleaning and fully collapsible. Net weight is 82 lb; dimensions, 28 in. wide, 36 in. long and 24 in. high. It has sled-type runners. *Cargotainer div., Dept. RA, Tri-State Engineering Co., 325 W. Beau st., Washington, Pa.*



## Space Heater

A new portable space heater can be used to heat buildings during construction, warm or thaw materials, warm workmen and outdoor work areas, and provide emergency heating. Standard equipment includes a thermostat which can be set for desired temperature, low-speed fuel pump and automatic switch which shuts off when fuel is low. *Kelley Machine Div., Dept. RA, Wiesner-Rapp Co., 285 Hinman ave., Buffalo 23, N. Y.*



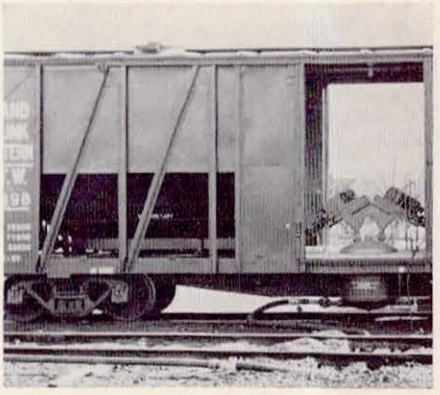
## Container Handling System

A new cargo handling system, publicly shown for the first time earlier this month at New York, is described as another step toward possible eventual development of a universal plan for handling containerized freight.

The new system utilizes a ship-mounted crane—the "Overdeck Siporter"—which can transfer 25-ton, truck-body-size containers between railroad cars or highway trailers and ship's holds in less than five minutes each.

Electric powered, the unit consists of a pair of horizontal booms which can be extended outboard from either side of a vessel, and retracted to reach any point in the ship's beam. The entire unit is designed also to move fore and aft to reach any deck hatch. It may be operated from a central console aboard ship, or remotely from dockside; completely automatic control is also possible.

Each unit is expected to cost about $200,000; the designer says from two to four would be mounted on a single ship. *Lake Shore Inc., Dept. RA, Iron Mountain, Mich.*

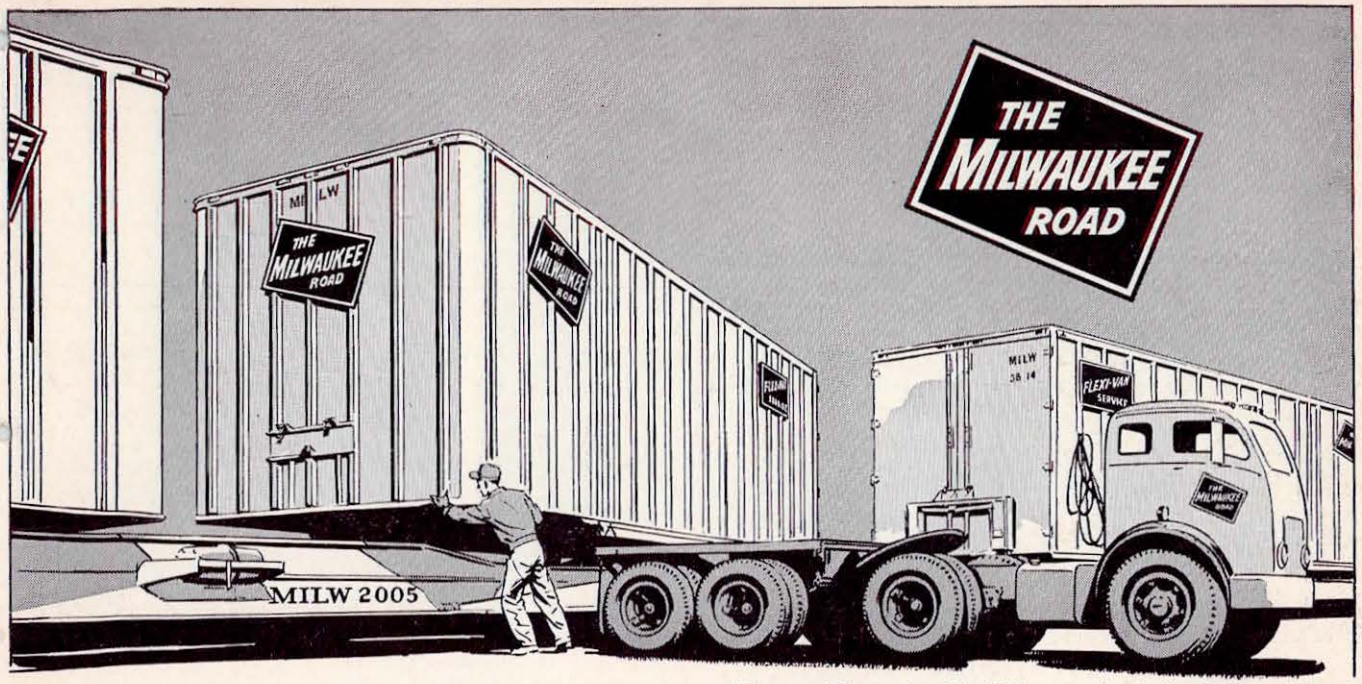


## Conveyor Diverter

A low-cost, compact and efficient right-angle transfer unit diverts commodities and baggage on conveyor belts. The unit consists of feed and takeaway belts set at right angles to each other. A short vertical belt mounted at a 90-deg angle to the feed belt and parallel to the takeaway belt assists in turning the commodity and in making transfer complete. *Standard Conveyor Co., Dept. RA, North st., St. Paul 9, Minn.*

## Abrasive Material Conveyor

A new conveyor application developed for the Grand Trunk Western handles dry traction sand. The conveyors are standard units with abrasion resistant neoprene-flighted chain. They are completely sealed, self-feeding and self-cleaning. Capacities up to 25 cfm and conveyor lengths of 500 ft or more, as well as special ranges, are available. *Hapman Conveyors, Inc., Dept. RA, 630 Gibson st., Kalamazoo, Mich.*




*No special terminal facilities required. A whole trainload of Flexi-Van units may be loaded simultaneously.*

## The Milwaukee Road now brings you

# complete door-to-door, rail-highway FLEXI-VAN SERVICE

The Milwaukee Road is *first in the Midwest* with complete Flexi-Van service. It takes any shipment handled by trailer . . . gives you the door-to-door convenience of pick-up and delivery . . . the flexibility of highway travel . . . the all-weather dependability of rail transportation.

- At a pre-arranged time, the Flexi-Van units back up to your dock. Full-width doors simplify loading with fork-lift trucks.
- The unit travels to the railroad where—without worry to you—the trailer body slides off its wheels onto a special, roller bearing flat car in just four minutes.
- Flexi-Van units travel across country on fast Milwaukee Road freights little affected by snow or fog. No worries about wet or icy roads. You get dependable, on-time delivery.
- At destination in Milwaukee Road cities shown on the map or in many cities in the East, Flexi-Vans are unloaded promptly and moved to the consignee's receiving dock.
- 24 hours advance notice before arrival of your shipment is given if desired.
- Some vans are insulated; available also are vans with side doors and with open tops.

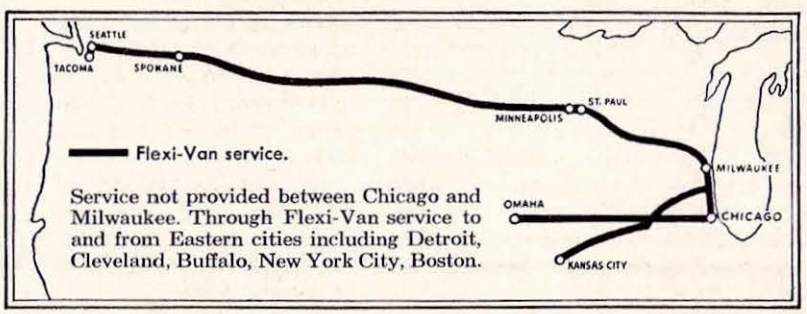
Flexi-Van saves money because its speed cuts inventory and warehousing costs.

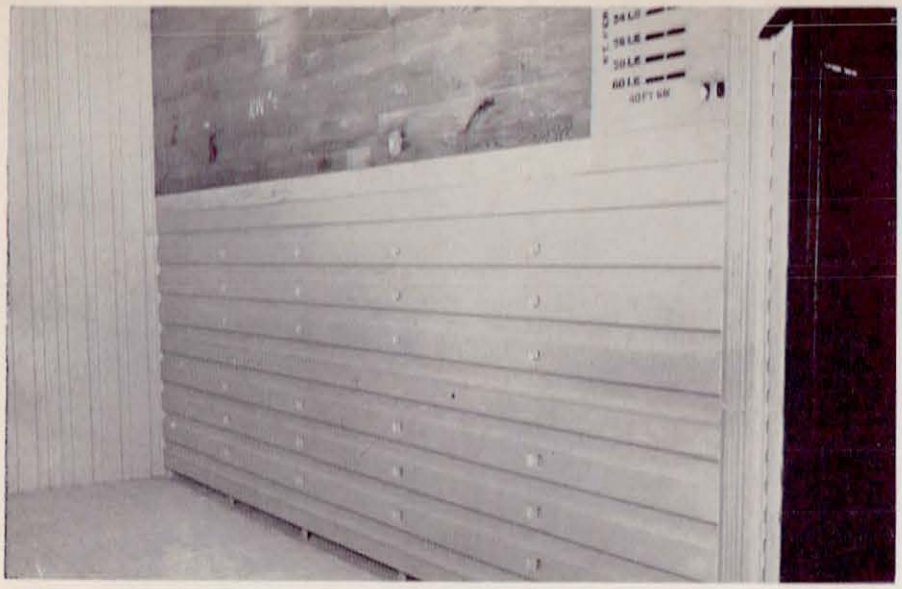
Investigate this new Milwaukee Road service. We are eager to cooperate with you.

**E. W. Chesterman**
**Director of Flexi-Van Sales**

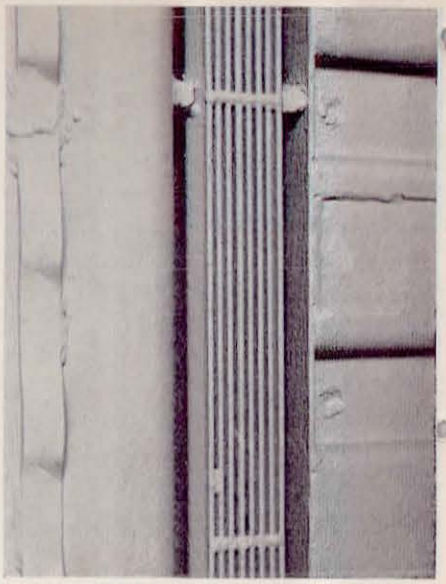
**W. D. Sunter**
**General Freight Traffic Manager**

**Union Station, Chicago 6, Ill. Phone CE 6-7600**





ANCHOR LINERS are welded to vertical steel members along the sides and ends of car. Special steel reduces the panels' dead weight.



NAILABLE STEEL DOORPOSTS can be used with sliding or plug doors.

# New Liner, Doorposts Shown in GN Car

Stran-Steel Corporation has developed two products said to lengthen freight-car life and to lower maintenance costs. The products, it is claimed, also permit greater diversity in boxcar lading.

Both products, an all-steel Anchor Liner and nailable doorposts, are adaptable to new and rebuilt cars.

The corrugated liner panels are rolled in one piece and extend from door to end of car. Use of GLX-W high-strength steel reduces the dead weight, compared with mild carbon steel liners of equal strength.

The side heights are variable, with the panels welded horizontally to provide one-piece construction. Ceiling-high panels on the ends of car, welded vertically, give added strength and protection against bowing. Any type recessed strap hangers can be integrated with the liner to provide fast, safe strapping.

The nailable doorposts strengthen the doorway area against lift truck damage. Tests of repeated nailings of grain doors are said to show no weakening.

A Great Northern box car, equipped with the products, has been exhibited throughout the country in the last two months.

# M&StL 'Acey-Deucey' Trains Paying Off

With the characteristic agility of a small railroad, the Minneapolis & St. Louis has doubled its through freight service. Two new trains, known officially as Nos. 1 and 2 and colloquially as "Acey-Deucey," have now gone into service between Minneapolis-Peoria.

With these trains and associated changes in service, M&StL:

- Established twice-daily runs between its two terminals on what it regards as the fastest available schedules (15 hours southbound for the 475 miles, 16½ hours northbound).
- Speeded up its highly important bridge service by integrating all its schedules more closely with those of its connections.
- Afforded on-line shippers new and faster services not previously available.

President A. W. Schroeder termed the new services "a half-million-dollar-a-year investment" in M&StL's one commodity—service.

There are already solid indications that the investment is paying off. As of last week, each of the new trains was averaging over 60 cars a day, including a "substantial" amount of new business.

Related to the service changes is the recent delivery of 14 new GP-9 diesels from General Motors (M&StL's prior locomotive ownership was 61 units). In addition to doubling train-miles on the Minneapolis-Peoria run, the road hired 40 operating employees and 2 telegraphers.

M&StL's leading shippers got the story of "Acey-Deucey" in a novel way. The road set up luncheons in the 35 cities where it has traffic representatives. A telephone hookup permitted Mr. Schroeder and other officers to talk to their "guests." The shippers could—and did—comment on and ask questions about the new schedules.

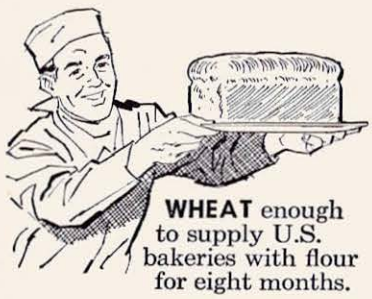
As M&StL sees it, the new trains are able to "clean up the railroad" of all cars on hand twice daily. Deliveries to important intermediate connections, such as Nemo, Ill., with the Santa Fe, now are possible twice daily in both directions. Schedules, moreover, are coordinated so that they work in nicely with Santa Fe's hotshot third-morning trains to the West Coast.

Shipper interest in the "Acey-Deucey" trains has continued at a high pitch. On Feb. 28, Mr. Schroeder announced that the road would give a new suit of clothes to any M&StL customer guessing the number of loaded freight cars handled by the new trains in their first 30 days. By last week, between 3,000 and 4,000 entries had been received. Contest deadline is April 1.

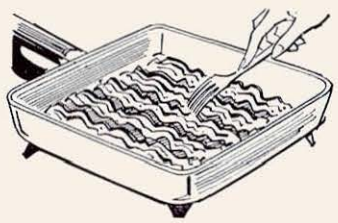
M&StL has now come up with another promotion gimmick. The salesman who sells the 10,000th carload moving on each of the new trains will be invited to spend an expenses-paid weekend in Minneapolis during the Aquatennial in July, along with his wife.

# MOVING MOUNTAINS OF FOOD

## 25,000,000 Tons of Edibles Move from Farms To Your Table Each Year via Great Northern

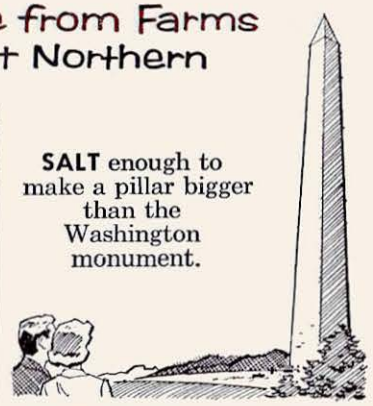


**WHEAT** enough to supply U.S. bakeries with flour for eight months.



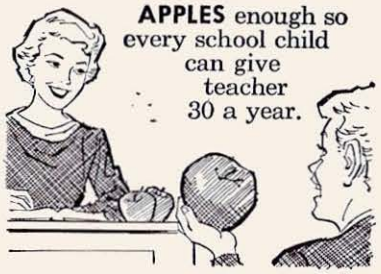
**HOGS** we transport provide a whopping 180,925,000 strips of bacon.

**SALT** enough to make a pillar bigger than the Washington monument.



**POTATOES** to satisfy 10,000,000 lusty appetites for a year.

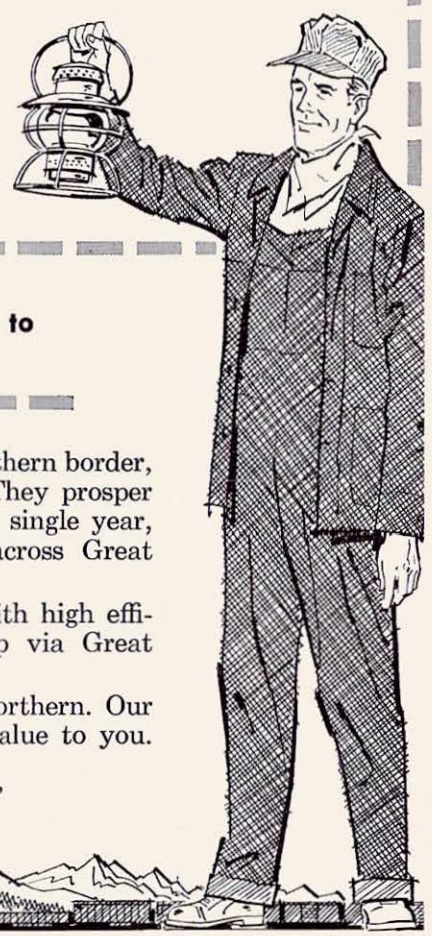
**APPLES** enough so every school child can give teacher 30 a year.



**BEEF** ground from cattle we carry would make 1,000,000,000 hamburgers.

**SUGAR BEETS** for the sugar to make 415,000,000 pounds of candy.

**CANNED GOODS** we carry would load a train 12,120 cars long.



**GREAT NORTHERN carried food *consumers* last year, too . . . lots of 'em! Total passenger miles: equal to five times the distance to the sun.**

Across the row of states that form our nation's northern border, farmers grow far more food than they can eat. They prosper by moving this tasty abundance to market. In a single year, 25,000,000 tons of good things to eat move across Great Northern rails on their way to your table.

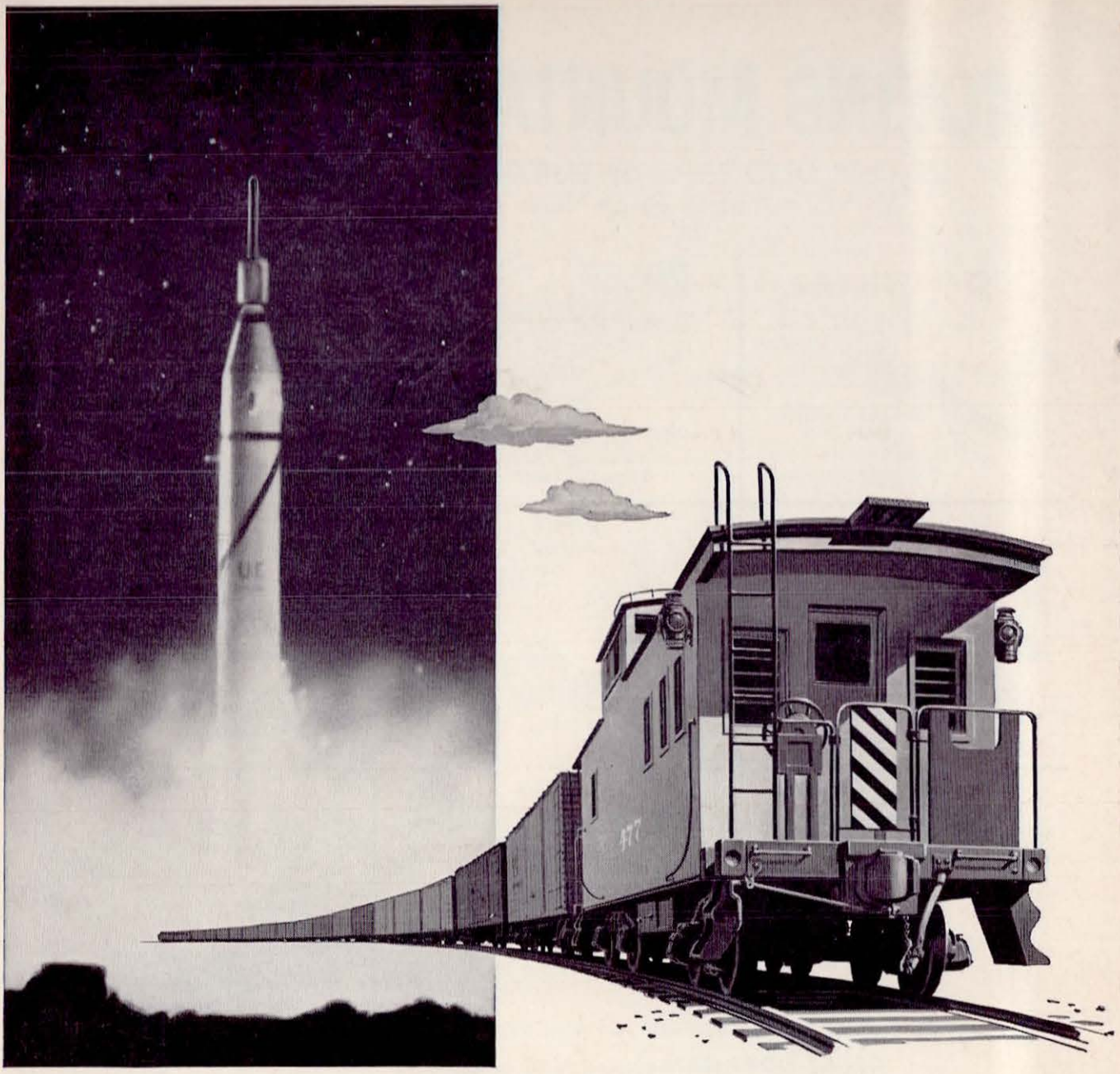
This vital job is one we know how to do with high efficiency and speed. That's why people who ship via Great Northern keep coming back again and again.

If you have food to ship, consider Great Northern. Our experience in this specialty may be of distinct value to you.

*Write: G. D. Johnson, General Freight Traffic Manager, Great Northern Railway, St. Paul 1, Minnesota*

OFFICES IN PRINCIPAL CITIES OF U.S. AND CANADA

GREAT NORTHERN RAILWAY



# America's giant new missiles take shape on rails of steel

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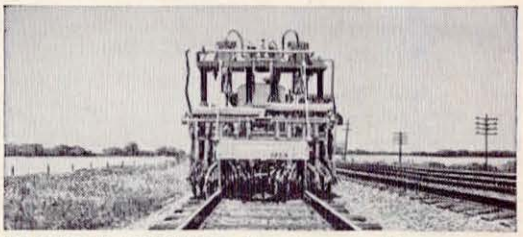
America's progressive railroads are essential to almost every phase of missile production . . . hauling tremendous loads of raw materials, steel, electronic equipment, assemblies and subassemblies. No other form of transportation can do these great jobs with the efficiency and economy of the railroads.

The railroads are vital to America's defense and to the growth of its economy. The country couldn't do without them.



*RAILROAD PROGRESS: Ingenious machines such as this air-pressure ballast tamper help to assure smooth rides for passengers and freight.*

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Association of American Railroads, Washington, D. C.

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| CHICAGO, ILL. | Phone RA 6-0313, 6-0506 | KANSAS CITY, MO. | Phone VI 2-5129 | PITTSBURGH, PA. | Phone AT 1-1505 | WINSTON-SALEM, N. C. | Phone PA 2-6304 |
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# PERFECT SHIPPING?

## L & N works unceasingly toward it!

Every year that passes sees substantial improvements in L & N's handling techniques and shipping facilities. 1958 saw the construction of a new automatic classification yard at Birmingham, Alabama, as well as the completion of Centralized Traffic Control, or double track operation, between Cincinnati, Ohio, and Mobile, Alabama, for faster and safer car handling.

In 1959 L & N has already authorized over $45 million for further improvements . . . improvements which will help the Dixie Line move scientifically toward the ultimate goal of perfect freight handling.

L&N
*The Dixie Line*

**LOUISVILLE & NASHVILLE RAILROAD**

## RUBBER PILLOWS

(*Continued from page 28*)

push the top rows of cases out of position.

The problem can be overcome, sometimes, by inserting a sheet of corrugated board, Masonite or plywood between the face of the load and the dunnage bags. Use of the proper number and size bags helps, too. A more elaborate, but promising, answer could lie in two types of dunnage bulkheads developed by the AAR.

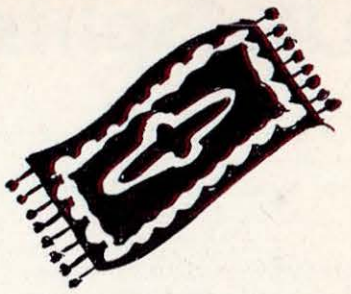
Participants at the meeting saw both expendable and permanent bulkheads as developed in the AAR lab. The expendable bulkhead is made of corrugated board and compensates for the shape of the dunnage by permitting it to push into the interior of the bulkhead. The surface against the load is flat. Cost of the bulkhead is low enough so it can be discarded after a few uses.

More permanent in nature is the other AAR-developed device. In fact, it could be offered as special equipment and kept regularly assigned to certain cars. It amounts to a plywood-faced "sandwich," the sides of which remain flat and parallel to the edge of the void as the bag is inflated. Springs return the "sandwich" to its narrowest dimension when the bag is deflated, so it can be wheeled out of the car to facilitate unloading.

The AAR hopes to begin test shipments with its variations on the pneumatic dunnage theme shortly. Meantime, Standard Railway Equipment Manufacturing Co. has announced that it's ready to build out of either aluminum or steel a pressure regulator frame patterned closely after the AAR "sandwich." Measuring 6 ft by 8 ft, the frame would expand from 8 in. closed to 24 in. fully opened. Total weight in ⅛ in. aluminum, with bag, would be 285 lb.

Also coming soon is a 50-ft general merchandise box car equipped with the "pressure bulkheads" installed some months ago in an insulated box car by Homer H. Dasey, an engineer, in conjunction with Westinghouse Air Brake, U.S. Rubber, and J. H. Overpeck Co. of Pittsburgh.

The bulkheads are dunnage bags hung permanently in the car, movable as to position, and fed from an air reservoir so they can build up pressure to take up whatever additional void is formed by load compression after the car is under way.

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Santa Fe

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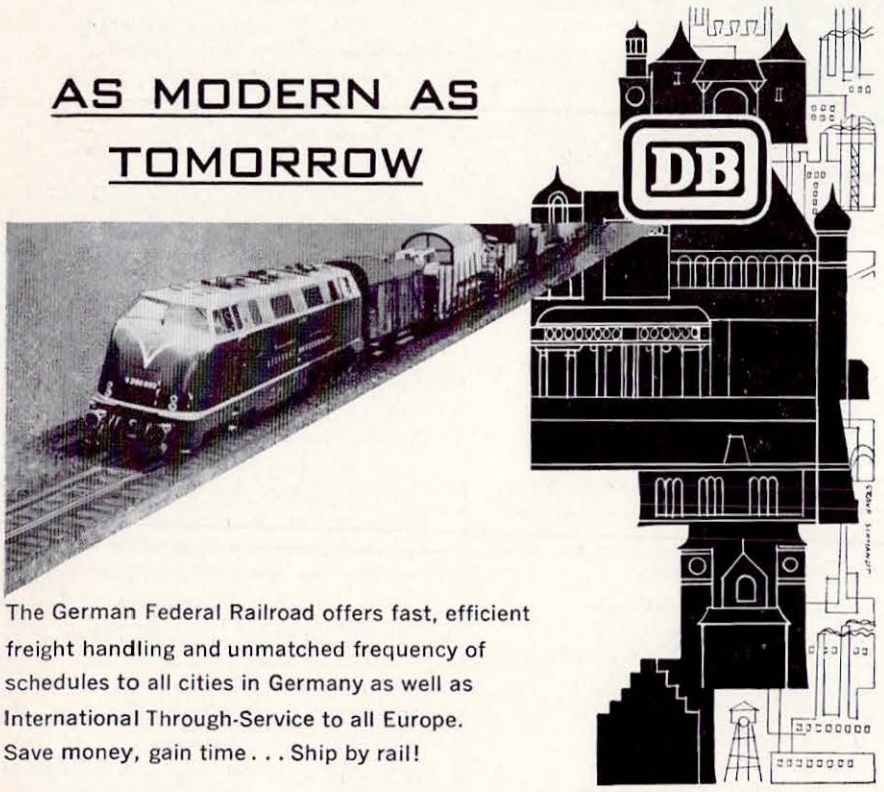


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# PUC Splits on SP Train-Off Case

A Southern Pacific train-off case has touched off a bitter dispute within the California Public Utilities Commission.

The commission, by a 3-2 vote, handed SP a harsh setback. It denied authority to remove four of six money-losing trains and ordered SP to improve its service in some areas. Moreover, the majority opinion charged that the road presented "an altogether too pessimistic picture" of its passenger situation.

SP evidence, three commissioners found, "is exaggerated and is lacking in integrity for the reason that it is based upon formulas and theories which in our opinion are impermissible under the law."

Strong words provoked strong words in a 16-page dissent filed by C. Lyn Fox, commission president. Matthew J. Dooley, presiding commissioner at hearings on SP's applications, concurred in the dissenting opinion.

Mr. Fox charged that the decision "unjustly besmirches the integrity of the applicant . . . To charge that evidence by one party lacks integrity, without citing specific evidence from the record to substantiate such charge . . . does violence to the objective weighing of evidence and thus to the legislative and judicial responsibilities of this commission."

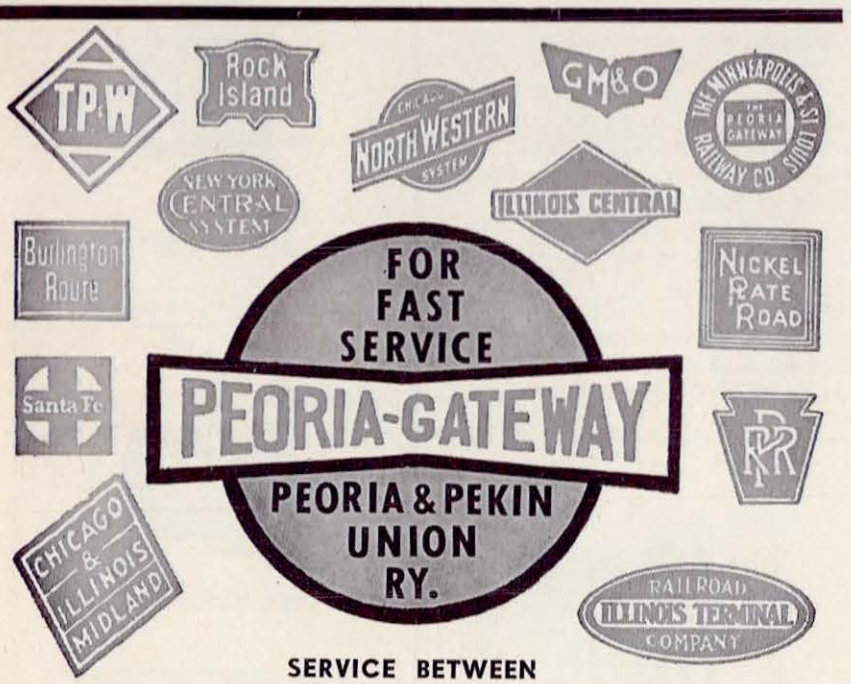
The PUC president said the majority report "deals in broad generalities, fails to cite specific evidence to support such generalities" and "imposes upon applicant personal views and philosophies, irrespective of the facts as presented in these proceedings."

Specifically, the PUC:

- Denied SP's petition to discontinue its "West Coast" between Los Angeles and Sacramento. This train was the subject of an experiment to determine if Californians really needed it the way they said they did. SP's position has been that they didn't.
- Denied permission to remove one pair of Oakland-Sacramento locals, but permitted removal of another pair after Mar. 30. The pair coming off were handled by SP's Budd RDC.
- Ordered SP to report before June 30 on how service and equipment on the four trains involved can be improved. SP also must submit by Sept. 30 a general plan for improving passenger service and for providing meal service which would "emphasize customer appeal and economy."
- Ordered SP to put six additional streamlined coaches on both the "Owl" between Oakland and Los Angeles and the "West Coast" by May 30.
- Ordered the road to extend its bus service between Oakland and the Ferry Building in San Francisco to include its other city station at 3rd and Townsend by May 30. By June 30, SP must report on the feasibility of providing bus service between Los Angeles Union Passenger Terminal and such outlying cities as Long Beach.
- Made final its temporary order permitting consolidation of the "Lark" and the "Starlight" between Los Angeles and San Francisco.

The PUC agreed with the SP that all six trains for which permission to discontinue was sought were losing money out-of-pocket.

The railroad has inserted full-page ads in California papers defending its stand on the trains.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Chicago & Illinois Midland Ry.
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Contributing to fast and careful handling this month and every month, the P & P U Ry. co-operates fully with its 15 connecting lines to speed shipments safely through the Peoria Gateway to and from all principal industrial and marketing areas in the U. S.

Over 78 years' experience in interchange service . . modern Diesel locomotives . . . modern railroading facilities.

**PEORIA AND PEKIN UNION RAILWAY CO.**

**L. R. Barnewolt, General Agent**
**Peoria, Illinois**

## RRs GIRD FOR SEAWAY BATTLE *(Continued from page 10)*

Western railroads probably stand to profit from the Seaway, in most instances, to a far greater extent than eastern lines, or those connecting the Midwest with Gulf ports. But overall, their situation is hardly any clearer, contains almost as many unknowns.

Greatest of the latter, to many roads, is the possibility that pro-Seaway spokesmen have become too excited about the amount of traffic the waterway will bring, in its first few seasons or even over the long run. Hence, little railroad money is being spent, either West or East, on Seaway-oriented facilities. And western efforts to establish Seaway-compelled rates are, at the moment, largely exploratory.

Almost without exception, railroads serving ports on the western Great Lakes assert their willingness to cooperate with shipping interests. But nearly all statements of this sort reflect railroad thinking that not enough is yet known about future Seaway traffic to permit a complete job of planning. Northern Pacific, for instance, serves three ports—Duluth, Superior and Ashland. Its statement is typical:

"At this time it is not apparent what, if any, additional facilities will be supplied by the railroads. Neither is it apparent what additional through rates or services will be required. Northern Pacific is, however, prepared to establish through rates, services or facilities as the need arises."

Great Northern's feeling is much the same: "The final results of opening the Great Lakes to a portion of world marine commerce cannot be accurately predicted at this time. The readjustment of shipping patterns in consideration of competition and other economic factors, such as the balance of incoming and outgoing tonnage, will require many years."

Railroads' basic caution was echoed in a study of the Seaway's economic significance published a few weeks ago by the University of Wisconsin. Its conclusions:

- "Major advantages to be derived from the Seaway cannot be expected to have their full effect on Wisconsin for at least five years.
- "Current and anticipated construction will not prevent or change the four-month winter freeze. For this reason Wisconsin shippers will need to maintain relationships with alternative transportation routes and agencies."

The study went on to predict that increases in Seaway traffic, if current trends continue, will be a moderate 10% a year. Increases in volume, it said, would be primarily in bulk commodities moving through Milwaukee and Green Bay. Increases in value of shipments would come from the greater amount of general cargo moving through Milwaukee.

Implications of the Seaway, however, have not been lost on western roads, even though discernible activity is slight. Considerable studying is being done by individual roads. Some rate proposals are taking shape. Most of them are more or less minor adjustments. Grain rates, especially, are being scrutinized carefully. That is an area in which most roads feel the Seaway could change some basic shipping patterns.

Chicago & North Western probably stands out as the most active road among those which terminate at the Great Lakes. Its interest comes to some extent from its position—it serves every port, major and minor, on the western edge of the Lakes. A special foreign freight department handles Seaway matters.

Along with other roads serving Chicago, Milwaukee and Green Bay, C&NW has been studying some 88 proposed rate revisions prompted by the prospect of the Seaway. Some existing rates have been found to be out of line, largely because no one has used them much in recent years. Rate

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studies haven't reached, with any degree of official sanction, the territorial stage.

In physical facilities, activities are confined almost entirely to municipal port development bodies using local, county and state funds plus, occasionally, proceeds from revenue bonds. Chicago's port development, both at Lake Calumet and uptown at Navy Pier, probably will stand out as the most extensive.

Under construction now at the Pier is an extension to the dock and a transit shed. Its cost of $4 million is a tenth of what the city plans to spend ultimately in this area alone. The vast plans for a major port at Lake Calumet dwarf the Pier project, extensive as it is.

C&NW will switch the Pier, adding to trackage it already has. The ICC hasn't yet ruled whether Rock Island can serve Lake Calumet exclusively or whether the area will be opened to others, notably Indiana Harbor Belt and its owners, plus the Pennsylvania.

Port authorities in Chicago point out that the Lake Calumet development is probably prompted as much by the supposed future of river traffic via the Cal-Sag Channel, now being enlarged, and the Illinois Waterway, as it is by the Seaway. Recently the Pennsylvania announced it would spend $345,000 on new and improved facilities on 38 acres of land it owns adjacent to both the lake and the river.

Farther up the western Great Lakes, principal enthusiasm comes from those ports which have been designated by shipping companies as regular ports of call: Milwaukee, Green Bay and Duluth-Superior. Other communities will be required practically to guarantee an outbound load before a ship will stop.

Among the development projects under way, Duluth's stands out as perhaps the most significant from the point of money. Here, some $10 million in city, county and state funds have been voted to improve facilities on land bought from the Soo Line. Soo will switch the Duluth Port Authority development for all roads.

## 'Piggyback Gone Wild' Worries Non-TOFC Trucker

Freight classification theory and the current rate structure may suffer if TOFC and container operations are approached in a "disorderly" fashion, a non-piggybacking trucker has warned.

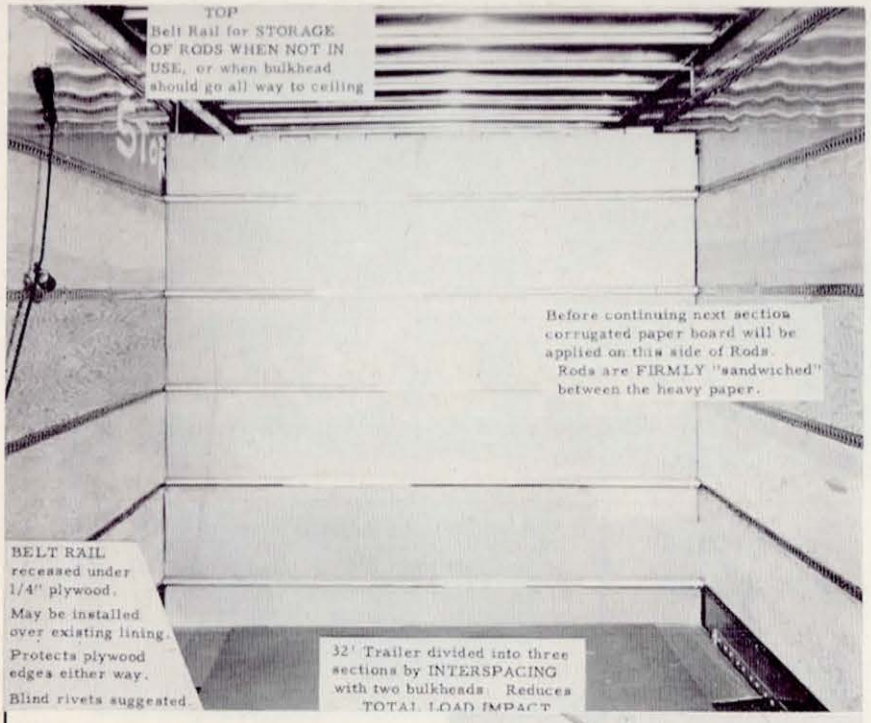
The comment came from A. S. Altadonna, president of Superior Forwarding Co., Inc., St. Louis.

"I don't suppose anything will happen to destroy the theory of freight classification if the loaded trailers accepted by railroads are reasonably confined to certain types of freight," he said. "But if railroads simply go into the rental of flat car space at fixed prices without reference to content of trailers carried and with no ground rules, I greatly fear that the whole theory of freight classification and with it the present type of rate structure is on its way out."

He also suggested that shippers may want to consider "the other danger that piggyback gone wild might well shove some motor carriers into the role of convenience carriers and that when the shipper wants them for his own purposes they may not be around."

The most successful form of TOFC, he indicated, "will be found to be Plan I, which is simply coordinated rail-truck service. Plan II might also work out satisfactorily for the rails. The other two plans tend to take the shipper out of his role as buyer of transportation and put him in the position of arranging and performing transportation. I am skeptical about them.

"For my money, the thing that may well be wrong with Plans II, III and IV is that this type of transportation service seems to me to destroy the whole concept of classification and rate structure as we all know it . . . "



TOP
Belt Rail for STORAGE OF RODS WHEN NOT IN USE, or when bulkhead should go all way to ceiling
Before continuing next section corrugated paper board will be applied on this side of Rods. Rods are FIRMLY "sandwiched" between the heavy paper.
BELT RAIL recessed under 1/4" plywood.
May be installed over existing lining.
Protects plywood edges either way.
Blind rivets suggested.
32' Trailer divided into three sections by INTERSPACING with two bulkheads. Reduces TOTAL LOAD IMPACT

Piggyback trailers with
**LOAD—HOLDER**
belt rails and brace rods
insure safer cargo

**Telescoping, spring-loaded steel tubes fit into 3/4" holes, 1" apart in belt rails.**

**Arrangement of belt rails is optional. May be placed in walls, horizontally or vertically; crosswise or lengthwise in floor and ceiling.**

The Lackawana says: "Load of bakery goods shipped by and consigned to National Biscuit Company via DL&W trailer #709 arrived and delivered in perfect condition. This proves that if shipments are properly loaded with face strip protection sandwiching the bars, as well as where pressure may be applied from the bars at rear of load, no damage will occur."

**CARGO STABILIZING DEVICES**
**8242 McCormick Boulevard, Skokie, Illinois**
**Phone ORchard 6-9055**

# Teamsters Lose TOFC Fight

► **The Story at a Glance: Teamster truck drivers are coming off second best in recent attempts to stunt the growth of piggyback. Grievance cases on the West Coast and in the Midwest have produced victories for the TOFC-conscious truck operator (in both cases, Consolidated Freightways).**

**Indications are that the powerful union will temper its job protection efforts with a dash of enlightenment regarding the change in transportation patterns. As Teamster President James R. Hoffa was quoted in connection with the Midwest case: "We can't stop progress altogether."**

Consolidated Freightways' right to route its traffic via rail piggyback has been confirmed (a) by a labor arbitrator and (b) by an agreement reached with the Teamsters in the Midwest Joint Area Labor-Management Committee (RA, March 2, p. 29).

On the West Coast, drivers charged that CF piggyback plans violated the agreement on such points as the elimination of division points and dilution of the bargaining unit. In the Midwest, drivers sought to retain jobs or to force the company to pay drivers' wages even if trailers moved in TOFC service.

An arbitrator turned down the drivers' contentions in the Far West case on all counts. The agreement settling the Midwest dispute will provide a form of severance pay for drivers already furloughed, but will not require CF to rehire them or pay them further because of the use of piggyback.

Neil R. Broady, director of labor relations for CF's western region, called the arbitrator's ruling "100% in support of our position." The Midwest agreement was also interpreted as a victory for the company, particularly in view of the original adamant position of the local union.

The Coast case dated back to Jan. 8, when Consolidated cancelled five bid run relay schedules between Los Angeles-Oakland and Seattle-Portland and began operating the schedules via Southern Pacific TOFC. A permanent referee, established by the Teamsters' western states agreement, issued a status quo order requiring the company to restore the cancelled runs. CF appealed and won the decision.

"The status quo order has been terminated," Mr. Broady said, "and we are now in the process of re-establishing piggyback service on those runs where equal-to-highway customer service has been available.

"Early in our negotiations, we agreed that schedules running from California points into southern Oregon and intrastate schedules within Oregon would not be cancelled, as this type of freight movement is not compatible with the piggyback program. The arbitrator agreed with this contention, but held that we had the right to move through freight in any manner that the company may determine."

Arbitrator Sam Kagel found "nothing in the applicable agreements which deals with the subject matter of this arbitration. Specifically, there is no provision . . . which prohibits the changes which the company seeks to introduce. In view of the fact that the unions sought in the last negotiations a specific prohibition of the contemplated action and failed to do so, there cannot now be found an implied agreement between the parties to prevent the company's proposed action . . ."

Basically, the West Coast issue was this: "Is Consolidated Freightways precluded from abandoning regular runs and shipping freight by other means of transportation?" The Midwest dispute had similar implications, although drivers' demands for work or pay for no work complicated the situation.

According to Teamster officers, the Midwest settlement calls for payments to each of some 40 idled drivers to cover the period from Dec. 17 to Mar. 19. Union spokesmen said the payments will average about $3,000, but a labor expert from the management side said final computation of the amounts hasn't been made yet. Wages earned by the drivers from other employment during their layoff will be deducted from the payment CF will make.

The drivers had hoped to retain their jobs, but, as Mr. Hoffa was quoted, "We can't stop progress altogether." In any event, the furloughed drivers will maintain seniority rights (for two years) to any jobs opening up with CF.

The company, meanwhile, may use piggyback service between Chicago and western points when its volume of business is above normal (normal business is that which can be handled by the present driver force, 52 two-man teams and eight relay drivers).

An observer of the trucking industry labor situation said the agreement "could be viewed as a favorable precedent for the truckers. It's recognition by the union of the need to handle freight in the most economical manner."

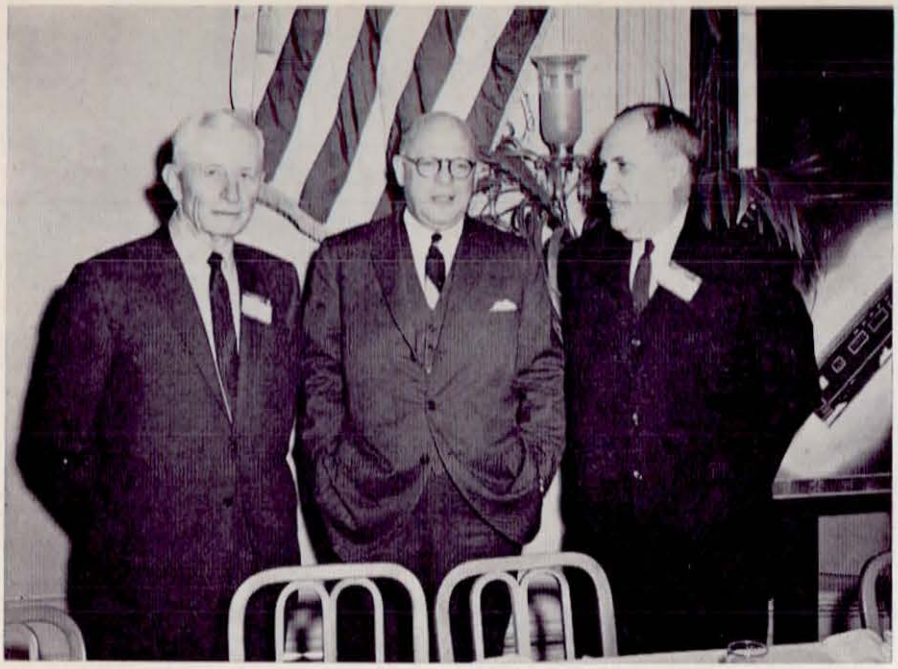
# B&O Gets Aluminum-Lined Car

B&O box car No. 468029 is demonstrating weight and cost savings possible with a new railroad application of aluminum. The car contains the first installation of Reynolds Metals Company's Inner Liners, a unique all-aluminum interlocking box car lining. It is designed to protect car walls against wear and tear in loading and unloading operations.

The wall system consists of extruded aluminum panels that can blanket wall areas to any height desired above the floor by adding additional sections. Height of the B&O installation is 40 in. An extruded aluminum clip fastens the aluminum to the car wall with blind rivets, replacing the welded-in method used in conventional steel liners. Because periodic painting is eliminated, the new wall system is virtually maintenance-free. The lining is fabricated of 6063-T6 alloy. Bottom panels, where most bumping and scraping are likely to occur, are ¼-in. thick, while top sections are ⅛-in.

According to Reynolds' engineers the panels' light weight, less than half that of steel, should effect savings in day-to-day railroad operations. Installations become a permanent part of the car, but can be removed and re-used in the event of car retirement or damage. The components are extruded at Reynolds' Grand Rapids, Mich. plant.

**ALUMINUM LINING** is inspected by Reynolds Metals' R. G. Vliet. Sections can be added to increase 40-in. height.



**MERGER-MINDED:** Heads of the Norfolk & Western and Virginian are pictured at the N&W's Better Service Conference in Roanoke, Va. Left to right: Virginian Chairman George D. Brooke, N&W President Stuart T. Saunders, Virginian President F. D. Beale. They will present their merger plan to stockholders of both railroads later this spring.

# N&W: 'Looking to the Future'

How a financially-healthy railroad industry would keep itself equipped to meet the country's expanding transport needs is epitomized by what the prosperous Norfolk & Western is doing.

N&W equipment programs and plans for the future have been summarized by President Stuart T. Saunders as follows:

- By the end of this year, N&W will have completed its dieselization program (begun only in 1955) at an expenditure of $88,000,000.
- Last year it added 2,100 new freight cars to its fleet at a cost of almost $18,000,000.
- Under way is its 1959 program which involves the acquisition of 2,500 freight cars.
- Projected plans for 1960 and 1961 contemplate the acquisition of "at least" 2,500 cars in each of those years.

As Mr. Saunders put it, the N&W is "looking to the future—a future of growth and prosperity for us all." He made this report at the road's 34th annual Better Service Conference, which was held March 20 and 21 in Roanoke, Va. More than 500 employees and guests attended, the employees being delegates representing Better Service Clubs throughout the N&W system.

Mr. Saunders also reported that the N&W-Virginian merger plan, which has been approved by directors of both roads, will be submitted to Virginian stockholders April 20, and to N&W stockholders May 14. He predicted that an application for authority to consummate the proposed merger will be filed with the ICC "within the next few weeks."

The N&W president went on to recall that the Commission has indicated its feeling that more mergers are needed to strengthen the railroad industry. He added:

"We are taking the Commission at its word and are presenting for its consideration the first merger of major non-affiliated railroads in many decades. In effect we are breaking new ground, and I suggest that this is indicative of our willingness to seek new ways to meet the challenges we face."

Calling the proposal "as logical a merger as you could find in the railroad industry," Mr. Saunders also said it would pave the way for accomplishment of "many constructive things" neither road can do alone. He mentioned a stepped-up industrialization program to attract new industries to sites on both roads—"especially the Virginian."

Other speakers at the conference included H. C. Wyatt, N&W vice-president and general manager, who said the road last year cut its hot-box-frequency record by nearly one-third. He attributed the showing to new lubricating pads which are now applied to a majority of N&W freight cars, to electronic hot-box detectors, and to "careful inspection of cars by our shop forces."

## Bill Can't Hurt Truckers, Still They Cry 'Wolf'

Midwestern motor carriers are raising the "monopoly" cry to fight a railroad-backed bill that wouldn't affect truckers in the slightest. The bill: No. 135, introduced in the Illinois Senate, to authorize railroad corporations to acquire, own and operate pipelines and barges.

The Central Motor Freight Association has termed the bill "the worst" legislation pending in the Senate. If the measure should be enacted, the association warns, the "vicious laws of monopoly would next be extended to pounce upon the truck lines" in the state.

A railroad attorney had just one comment to make: "Look at the title of the Act this bill amends—'An Act authorizing railroad corporations to transport persons and property by use of aircraft or of motor vehicles and to own the capital stock and securities of corporations organized for such purposes.' That Act was approved June 18, 1929."

Or, as the Illinois Railroad Association noted:

"The railroads in Illinois have the statutory authority to operate not only railroads but motor vehicles and airlines. To improve the efficiency of transportation, it is advisable to permit railroads also to own and operate pipelines, and boats and barges on the waterways. The proposed bill is only permissive legislation and does not change the requirement for obtaining a certificate of convenience and necessity from the proper administrative body."

## C&O's Clarke Optimistic On Work Rules Change

C&O Vice President Owen Clarke sees a good chance for a major updating of railway labor working rules this year. One basis for his optimism: C&O's recent agreement with the operating brotherhoods regarding passe ger-train piggyback.

Negotiation of that agreement, Clarke told the Railway Supply Gro of Chicago's Union League Clu "marked a major breakthrough, sho ing what can be accomplished by fa ing the issues squarely and honestly. Under the new arrangement, C&O may operate five piggyback flat cars in the "George Washington" consist, with rates of pay and working rules covering passenger train service.

The C&O executive said he is "enough of an optimist to believe that we can substantially modernize the work rules this year through a direct and forthright approach to labor. After all, most of the brotherhood leaders are responsible and reasonable men . . ."

S. J. Owens
M&StL

Warren L. Waleen
M&StL

James O. Boisi
NYC

William R. Main
NYC

# People in the News

**AKRON, CANTON & YOUNGSTOWN.**—**H. B. Stewart, Jr.,** president, was elected chairman of the board and chief executive officer on March 17. **Vincent H. Johnson,** executive vice president, was elected president and his former position abolished. **Joe E. Savely,** manager real estate and assistant to president, elected vice president—real estate. **Warren P. Armstrong** appointed assistant to chairman.

**A. W. Hochberg,** assistant superintendent, Akron, appointed superintendent there, in charge of operations of the entire road. Mr. Hochberg will continue to handle all work in connection with wage schedules.

**Clarence M. Carlson** appointed district traffic manager, 710 Northwestern Bank Building, 620 Marquette avenue, Minneapolis 2, Minn.

**ASSOCIATION OF AMERICAN RAILROADS.**—**Carl V. Lyon,** administrative assistant, law department, appointed an attorney. **John B. Howerton,** former assistant to Congressman Watkin M. Abbitt of Virginia, succeeds Mr. Lyon.

**BALTIMORE & OHIO.**—**Albert L. Sherry,** appointed regional manager railroad trailer service, Pittsburgh, Pa. Mr. Sherry was formerly livestock and perishable agent at that point.

**BALTIMORE & OHIO CHICAGO TERMINAL.**—**Emil F. Jusko,** chief clerk, general freight office, promoted to general freight and passenger agent, succeeding **David W. Owen,** retired.

**BURLINGTON.**—**R. N. Cooper,** traveling freight agent, Chicago, named division freight agent, Aurora, Ill., to succeed **E. M. Frank,** who retires Mar. 31.

**CHESAPEAKE & OHIO.**—**E. J. Lemieux,** general agent, Pittsburgh, Pa., appointed assistant traffic manager, Detroit, Mich., succeeding **Aubrey O'Herron,** retired. **Kenneth F. Harmon,** traveling freight agent, Montreal, Que., appointed general agent, Toronto, Ont., succeeding **Howard W. Robinson,** who replaces Mr. Lemieux at Pittsburgh.

**W. O. Bradley,** assistant shop superintendent, Russell, Ky., promoted to shop superintendent there, succeeding **J. G. Rayburn,** who retired Feb. 28. **E. C. Duncan** succeeds Mr. Bradley. **M. I. Taylor** appointed electrical supervisor diesels at Russell, succeeding **I. R. Diehl,** retired. **F. R. Craft** named general foreman, Ashland, Ky.

**CHICAGO NORTH SHORE & MILWAUKEE.**—**Harry J. Phillips** appointed general traffic manager, to replace **Richard S. Amis** vice president-traffic who resigned Feb. 28.

**CHICAGO & NORTH WESTERN.**—**Nelson Trottman,** general solicitor-taxation, Chicago, retires Mar. 31.

**Donald E. Guenther** named to the newly created position of industrial development analyst.

**B. R. Meyers,** chief engineer, Chicago, elected vice president and chief engineer.

**Robert A. Kipley,** industrial engineer, Owens-Corning Fiberglas Corporation, appointed to the newly created position of material handling engineer, C&NW, Chicago.

**Walter E. Gripko** and **Marco Pavlica** appointed mechanical inspectors-car, Chicago.

**DELAWARE & HUDSON.**—Executive offices of this road at New York have been moved from 230 Park Avenue to 750 Third Avenue (between 46th and 47th streets), New York 17.

**INTERSTATE COMMERCE COMMISSION.**—The Senate has confirmed President Eisenhower's reappointment of **Commissioner Charles A. Webb** for a new seven-year term ending Dec. 31, 1965. Mr. Webb has been a member of the commission since last September. He succeeded **Robert W. Minor** who resigned to become vice-president—law of the **New York Central.**

**ILLINOIS CENTRAL.**—**Charles E. Weller,** division engineer, Waterloo, Ia., named assistant engineer maintenance of way, Chicago, replacing **George M. O'Rourke,** who retired Feb. 28.

**MAINE CENTRAL.**—**George E. Phillips** remains assistant general freight agent, Portland, Me. **A. E. Goodwin** named assistant general freight agent (rates). **R. V. Bennett** appointed chief tariff bureau.

**MARYLAND & PENNSYLVANIA.** — Effective March 13, the general offices of this road were moved to 490 E. Market Street, York, Pa.

**MILWAUKEE.**—**G. H. Kronberg,** assistant to freight traffic manager, sales and service, Chicago, appointed assistant freight traffic manager, sales and service there, to succeed **R. H. Harding,** named freight traffic manager, Minneapolis.

**MINNEAPOLIS & ST. LOUIS.**—**S. J. Owens,** chief engineer, Minneapolis, promoted to general manager. His successor is **Warren L. Waleen,** engineer, signaling and communications.

**NEW YORK CENTRAL.**—**John P. Clark,** assistant real estate agent, appointed real estate agent, White Plains, N. Y., succeeding **William J. Dibble,** named real estate agent at Buffalo. Mr. Clark will be responsible specifically for the sale and leasing of surplus railroad properties, including passenger stations. **Gerard J. Zopf,** real estate analyst, named tax agent at White Plains, a new position.

**James O. Boisi,** director of real estate, New York, elected to the newly created post of vice president—real estate. The title of **Ernest C. Nickerson,** vice president—passenger sales and service, has been changed to vice president—passenger and merchandise. **William R. Main,** director of passenger train service, appointed to the new position of assistant vice president—passenger sales and service.

**Edward R. Ahlborn** named assistant freight sales manager, with responsibility for sales activities in Manhattan, Brooklyn, Long Island, Bronx, Westchester, Southwest Connecticut and Northern New Jersey. **Warren H. White,** assistant freight sales manager in charge of train service matters, has assumed responsibility for sales from Buffalo to Albany on the Eastern district, and the ports and off-line territories of Philadelphia, Baltimore and Montreal. **Joseph P. Luce,** administrative assistant to freight sales manager, appointed supervisor, freight sales and service, on the staff of **Homes Bannard,** assistant vice president—freight sales and service. **Joseph F. McNamara,** manager, grain bureau, named division freight sales manager for Brooklyn and Long Island. **Frank P. Sherkus,** administrative assistant to director, foreign freight sales, succeeds Mr. McNamara. **Otto H. Grimm,** division freight sales manager, assumes freight sales responsibility for the Manhattan area. **John P. Brady,** division freight sales manager, Southern New York and Westchester, assumes additional responsibilities in the Bronx and Southwestern Connecticut. **Clarence J. Sealander,** district freight sales manager, Brooklyn area, will now direct the sales efforts in the Edgewater (N. J.) industrial area (Edgewater, Weehawken and Hoboken).

**PACIFIC CAR DEMURRAGE BUREAU.**—**C. J. Crittenden,** formerly freight agent, Southern Pacific, San Francisco, appointed manager of the Bureau, to succeed **Norman H. Schammel,** who retired Feb. 28.

**SEATRAIN LINES.**—**Robert M. Watson** promoted to sales manager, New York.

**TEXAS & PACIFIC.**—**J. P. Donovan,** foreign freight agent, New Orleans, appointed foreign freight traffic manager there, succeeding **R. R. Hollinger,** retired.

## OBITUARY

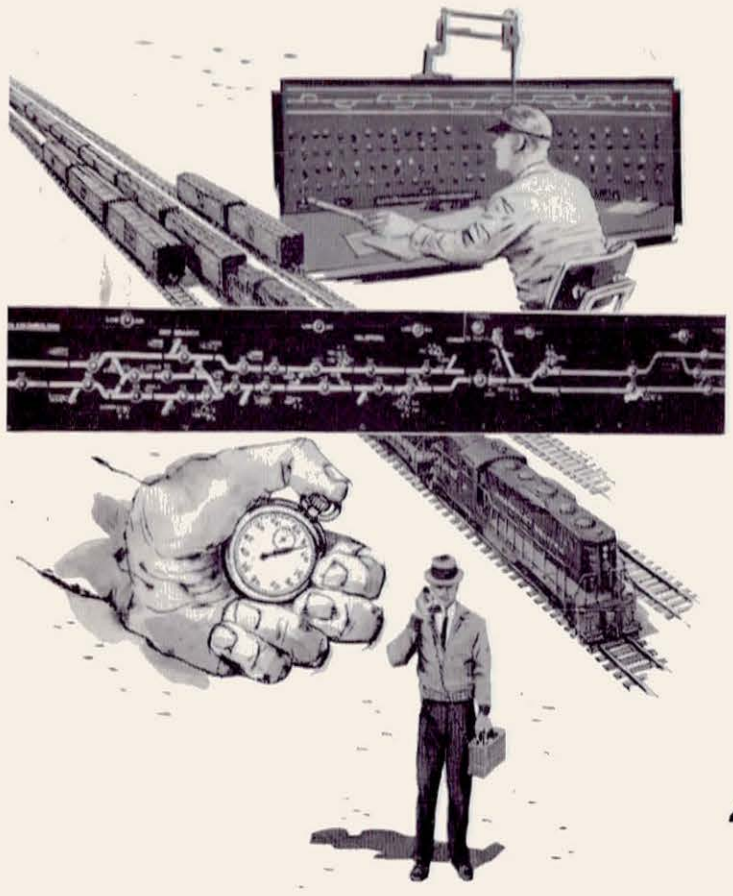
**Elmer E. Drake,** 65, general land and tax agent, **Lehigh Valley,** New York, died March 18 at Monmouth Memorial Hospital, Long Branch, N. J.

**C. A. Smith,** retired traffic manager, **Clinchfield,** died March 14 at Erwin Memorial Hospital, Erwin, Tenn.

**John B. Palmer,** 54, general freight agent, **Texas & Pacific,** Chicago, died March 20 in Ravenswood Hospital there.

**Carson C. Cox,** Southeastern representative, **Barco Manufacturing Company,** Atlanta, Ga., died March 9.

**Richard H. Weber,** who retired Sept. 1, 1958, as vice president and manager, Primary Battery division, **Thomas A. Edison Industries,** died suddenly in Palm Beach, Fla., March 15.



# How Norfolk and Western speeds shipments in 4 important ways

**More Cars:** The Norfolk and Western has more freight cars per mile of line than any other U. S. railroad 250 miles or more in length. More cars mean better, faster service for shippers.

**New Diesels:** With completion of dieselization at the end of 1959, the Norfolk and Western will have the newest and most modern fleet of diesel locomotives in the nation. Result: fast schedules, greater efficiency, and overall dependable transportation.

**Centralized Traffic Control:** A modern signal system speeds increased traffic along the lines.

**Improved Communications:** Radio equipped locomotives and terminals provide more efficient train operation and quicker handling in yards.

Call one of the Norfolk and Western offices in 39 key cities and let one of our freight traffic Sales and Service men help you with your shipping problems, without obligation.

**Norfolk and Western RAILWAY**

PRECISION TRANSPORTATION

## Supply Trade

Roger G. Kimber

A. W. Herman

**Roger G. Kimber,** manager of railway specialty sales, **American Steel Foundries,** has been appointed assistant vice president—sales, **Transportation Equipment Division.**

**A. W. Herman** has been named manager, railroad sales, **Line Material Industries,** Milwaukee, Wis., succeeding **K. M. Kline,** retired.

A new corporation, **Morrison-International Corporation,** formed from two former divisions of Morrison Railway Supply Corporation, consists of two manufacturing divisions: International Car Division, in charge of **Bernard J. Yelin,** vice president, and International Equipment Division, in charge of **Stanley J. Rosen,** vice president. Each division will be identified as components of Morrison-International and operate from Buffalo, N. Y. **George Kass** is president and treasurer of the new corporation. **Morrison Railway Supply Corp.** will continue producing services and products for railroads, contractors and industrials, independent of the new firm.

**Clarence E. Short,** assistant district sales manager, **Youngstown Sheet & Tube Co.,** Minneapolis, Minn., named district sales manager there, succeeding **Charles S. Hogan,** retired. **Albert S. Harris** appointed assistant manager, oil country tubular sales, Youngstown, Ohio.

**John Westenberg** has been named traffic supervisor of **Consumers Company Division, Vulcan Materials Company,** Chicago. Mr. Westenberg was formerly associated with **U. S. Rubber Company,** Mishawaka, Ind.

**Kenneth L. Selby,** vice president—engineering, Transportation Products Division, **National Malleable & Steel Castings Company,** has been appointed vice president and general manager of that division.

**Robert L. Berwick** has been appointed polyvinyl chloride plastic sales engineer, Southeastern division, **A. M. Byers Company,** Atlanta, Ga. Mr. Berwick was formerly with the steel sales department in Pittsburgh. **Robert D. James** has been assigned as a field service engineer in the Houston division office. **E. P. Best** appointed director of metallurgy and research, and **T. D. Bonner,** chief wrought iron metallurgist, Pittsburgh.

**Gene K. Adams** has been appointed sales engineer, **Union Switch & Signal-Division of Westinghouse Air Brake Company,** at Chicago. He was formerly sales engineer for the Griswold Signal Company, Chicago.

**John R. Sinding** has been appointed sales representative for **Brandon Equipment Company, Inc.,** on railroads in the Philadelphia, Baltimore and Washington area.


BETTER CONNECTIONS to and from NEW ENGLAND

BRIDGE ROUTE WITH FAST, DEPENDABLE SERVICE

CHECK L&HR TRAFFIC OFFICE NEAREST YOU

L&HR agents will supply complete, detailed information and help you arrive at the best possible routing for your shipments.

Pittsburgh, Pa.
GRANT—1-7378
Emile Theodore, G.F.A.

Cleveland, Ohio
SUperior 1-9161
R. J. Pierce, G. A.

Boston, Mass.
HUbbard 2-8683
W. J. Fitzgerald, N.E.T.M.
R. E. Cashen, G. A.

New Haven, Conn.
LOcust 2-9725
W. A. Mackintosh, G. A.

Chicago, Illinois
HArrison 7-2653
W. C. Douglas Jr., G.W.A.

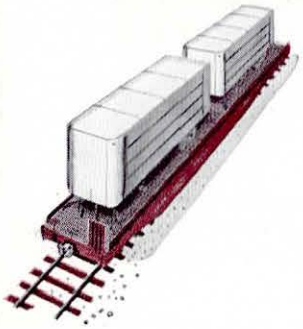
New York, N. Y.
OXford 7-9672-3
F. J. Kinney, F.T.M.
Rates & Divisions
M. J. Loydon, E.T.M.
D. C. Bainbridge, G.F.A.

GENERAL OFFICES
Warwick, New York, R. C. Winchester, G.F.T.M.
Telephone YUkon 6-2281

LEHIGH and HUDSON RIVER RAILWAY COMPANY
"The New England Freightway"

# piggyback

## and the railroads



Piggyback is further evidence of the forward thinking and planning of America's railroads. For this rapid door-to-door service is reliable and independent of weather or other conditions which might delay industrial production.

Many of the special cars provided by the railroads for piggyback service are equipped with National Railroad Specialties. That's because National products make a major contribution to even more efficient railroading.

AA-7004

**NATIONAL** MALLEABLE and STEEL **CASTINGS COMPANY**
CLEVELAND 6, OHIO

*National products include:*
COUPLERS • YOKES • DRAFT GEARS
FREIGHT TRUCKS • JOURNAL BOXES

# MARKET OUTLOOK *at a glance*

## Carloadings

Loadings of revenue freight in the week ended March 21 were not available as this issue went to press.

Loadings of revenue freight for the week ended March 14 totaled 595,302 cars; the summary, compiled by the Car Service Division, AAR, follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, March 14

| District | 1959 | 1958 | 1957 |
|---|---|---|---|
| Eastern | 90,401 | 85,121 | 117,887 |
| Allegheny | 111,283 | 94,706 | 139,469 |
| Pocahontas | 49,410 | 47,096 | 65,283 |
| Southern | 114,323 | 108,345 | 126,332 |
| Northwestern | 64,154 | 59,850 | 74,657 |
| Central Western | 115,937 | 98,661 | 113,219 |
| Southwestern | 49,794 | 45,348 | 52,379 |
| Total Western Districts | 229,885 | 203,859 | 240,255 |
| Total All Roads | 595,302 | 539,127 | 689,226 |
| Commodities: | | | |
| Grain and grain products | 52,683 | 48,138 | 52,577 |
| Livestock | 4,573 | 4,657 | 5,776 |
| Coal | 102,117 | 103,883 | 140,731 |
| Coke | 10,699 | 6,045 | 13,315 |
| Forest Products | 39,055 | 33,399 | 39,872 |
| Ore | 17,967 | 14,689 | 23,060 |
| Merchandise l.c.l. | 43,661 | 48,595 | 57,720 |
| Miscellaneous | 324,547 | 279,721 | 356,175 |
| March 14 | 595,302 | 539,127 | 689,226 |
| March 7 | 595,930 | 544,374 | 672,363 |
| Feb. 28 | 575,583 | 551,192 | 703,983 |
| Feb. 21 | 583,181 | 494,919 | 626,630 |
| Feb. 14 | 567,134 | 533,186 | 675,966 |
| Cumulative total, 11 weeks | 6,224,753 | 5,911,791 | 7,246,372 |

**PIGGYBACK CARLOADINGS.**—U. S. piggyback loadings for the week ended March 14 totaled 7,709 cars, compared with 4,596 for the corresponding 1958 week. Loadings for 1959 up to March 14 totaled 73,993 cars, compared with 48,665 for the corresponding period of 1958.

**IN CANADA.**—Carloadings for the period ended March 14 were not available as this issue went to press.

# New Equipment

► *Last Week's Orders.*—Orders for new equipment costing approximately $17,000,000 were reported to Railway Age in the past seven days. The breakdown:

**FREIGHT-TRAIN CARS**

► *Elgin, Joliet & Eastern.*—Applied rubber draft gears, 70-ton capacity trucks and Brandon load-restraining devices to 25 flat cars for use in transporting tin plate in coils.

► *Norfolk & Western.*—Will construct 1,000 70-ton hopper cars, starting this year, at its Roanoke Shops. This new $9-million car-building program in addition to a 1,500-car program now under way. N&W also plans to acquire at least 2,500 freight cars each year in 1960 and 1961.

**LOCOMOTIVES**

► *Electro-Motive Division.*—Will build major component parts for 154 diesel-electric units ordered from two EMD overseas associate locomotive builders. The Egyptian Railways ordered 108 double-end units from Henschel, West Germany. The Danish State Railway ordered 46 double-end units from Nydqvist and Holm Aktiebolag, Sweden.

# New Facilities

► *Canadian National.*—Is acquiring land on the perimeter of metropolitan Toronto for an $80,000,000 extension of facilities. Included will be 1,185 acres north of the city for a modern freight classification yard and 32 miles of right-of-way for the construction of access lines linking the new yard with existing main lines. Long-range objective is to reshape freight operations to the changing needs of traffic movements.

► *Santa Fe.*—Plans to lay 248 miles of welded rail in 1959 as part of expanded program of capital improvements. System total of welded rail stands at 809 miles.

► *Texas & New Orleans.*—Will change alignment of tracks between Etholen and Small, Tex., by constructing 9.29 miles of new main track and 3.53 miles of other track. The new line will reduce mileage by 2.24 miles and will eliminate 30 curves. Cost is estimated at $1,569,026; completion is scheduled for December. T&NO will also install centralized traffic control over 75.6 miles of line between Belen and Sierra Blanca, Tex., via the new Etholen-Small line. Cost is estimated at $1,398,464; completion is scheduled for April 1960. Other major T&NO construction projects: installation of 16 additional classification tracks with two 99-ft group retarders at Englewood Yard, Houston, Tex.; construction of a one spot car repair facility for light and heavy running repairs at Englewood Yard; and relocation of Lafayette, La., Yard to provide for handling 200-car trains and to avoid operating burdens created by five major grade crossings. Total cost of these three projects: approximately $2,166,000.

*Whether pick-up or delivery...*

is at rail-siding or truck-dock, SEATRAIN and SEAMOBILE give you the smoothest, safest and most dependable way to move goods and SAVE money.

SEATRAIN serves the ports of New York, Savannah, New Orleans and Texas City on regular schedule. Your booking is guaranteed. SEAMOBILE gives consistent six day service between the ports of New York and Texas City with sailings every Tuesday and Thursday in each direction.

**SEAMOBILE**
**SEATRAIN LINES** *Inc.*

Offices in Boston · Savannah
New Orleans · Houston · Dallas

711 Third Ave., New York 17, N.Y.

# Shippers' Guide

## Chesapeake & Ohio

*. . . Car Line Changes*

Has inaugurated direct LCL car line from Detroit to Bethlehem, Pa. (Lehigh Valley); and LCL combination cars daily from Cincinnati to Richmond, Ind., and Muncie and from Cincinnati to Peru, Ind., and Marion.

Has discontinued direct LCL car lines from Detroit to Manchester Tr., (LV); from Detroit to Bay City, Mich. (Detroit & Mackinac); and from Cincinnati to Hamlet, N.C. (Seaboard Air Line). Has discontinued also tri-weekly direct cars from Cincinnati to Muncie, Ind., and Marion.

## New York Central

*. . . New LCL Car*

In connection with the Santa Fe, the NYC has established a new LCL merchandise car line from New York to Kansas City.

## Guaranteed Rates

*. . . Are Making Progress*

The Lackawanna's guaranteed rate, on volume movement of crushed stone intrastate in New York, is in effect—subject to investigation as to its lawfulness by the Public Service Commission.

The Soo's rate has been filed, with a proposed effective date of April 10, with the ICC. It's Item 815-B of Supplement 31 to Soo Line Tariff 23-J, ICC 7473. The Duluth, South Shore & Atlantic has filed an identical rate in its Tariff 5-G, ICC 3931. Both proposals call for a charge of $10.05 per net ton on steel or wrought iron pipe or tubing in minimum carloads of 80,000 lb from Sault Ste. Marie, Ont., to Chicago or points taking the same rate, but only when 90% of total tonnage from a single shipper moves by rail. Regular rate is $12.18.

## Equipment Orders

*. . . Are Booming*

In first 11 weeks of 1959, U. S. railroads placed orders for 25,322 new freight cars—against 17,546 in all 52 weeks of 1958. More and more cars, too, are including the kind of load-protecting devices shippers like. Example: Northern Pacific alone reports present ownership of 429 damage-prevention, loader-equipped cars to meet shipper needs.

"A man is known by the company he keeps"

# A RAILROAD IS KNOWN BY THE MEN IT KEEPS

*Union Pacific men are*
**READY · WILLING · ABLE**
*to handle your freight properly*

EVERY MONTH IS *Perfect Shipping Month* ON UNION PACIFIC

**O. J. WULLSTEIN,** General Claims Agent

**UNION PACIFIC RAILROAD**

Perfect Shipping

*Be specific... ship UNION PACIFIC*

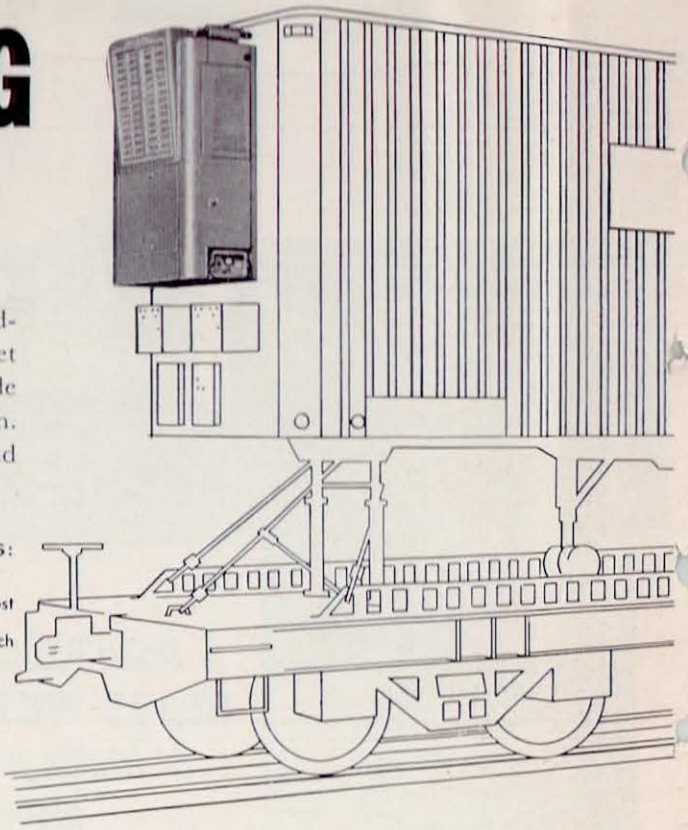
UNION PACIFIC RAILROAD

*World Leader in Transport Refrigeration*

# THERMO KING

*mechanical refrigeration keeps "piggy-backs" cold or warm, in any temperature range, in any size trailer, automatically, economically!*

Thermo King mechanical refrigeration gives you dependable, automatic temperature control. Just set it and forget it. Its rugged, trouble-free self-contained engine is made by the world's largest maker of transport refrigeration. Thermo King units costs less to buy, less to maintain, and less to operate than any other kind of refrigeration.



NOTE THESE EXCLUSIVE THERMO KING FEATURES:

- front-mount or under-mount models
- easily installed, replaced, serviced
- has money-saving stop-go engine operation in response to temperature needs
- fully automatic, including defrost
- cools or heats at snap of a switch
- self-contained single-package construction

**THERMO KING CORP.**

314 West 90th Street • Minneapolis 20, Minn.

***Thermo King Maintains the Only Nationwide Service and Parts Organization in the Industry***

# RIDE PIGGY-BACK

# TO NEW PROFITS

## EXPANDED NEW HAVEN TRAILINER® SERVICE NOW REACHES 215 POINTS IN THE SOUTHWEST

Get all the advantages of rail plus trailer shipping. Fast, door-to-door service for your trailer load shipments. Dependable, all-weather, day and night operations speed your shipments to their destination. Typical is third (and even second) morning delivery in Chicago or St. Louis of shipments from Boston.

215 new points in Missouri, Arkansas, Louisiana, Texas, Oklahoma and New Mexico now make Trailiner Service more flexible than ever. And, new points are being added every day.

Sealed trailers, door-to-door, give new freedom from claims. Pilferage and damage drop. Constant information available on location of your shipment. Rates competitive with over-the-road truckers.

Pioneered by the New Haven, piggyback service is just one more example of how the New Haven constantly finds creative solutions to your most complex shipping problems.

For full information on how New Haven piggyback service finds new profits for you, contact your local New Haven District Traffic Agent. New Haven Traffic Agents are located in:

Atlanta, Ga.
Boston, Mass.
Bridgeport, Conn.
Buffalo, N. Y.
Chicago, Ill.
Cleveland, Ohio
Detroit, Mich.
Hartford, Conn.
Manchester, N. H.
Montreal, P. Q.
New Bedford, Mass.
New Haven, Conn.
New York, N. Y.
Philadelphia, Penn.
Pittsburg, Penn.
Portland, Me.
Poughkeepsie, N. Y.
Presque Isle, Me.
Providence, R. I.
Richmond, Va.
St. Louis, Mo.
San Francisco, Calif.
Springfield, Mass.
Waterbury, Conn.
Worcester, Mass.

**NEW HAVEN RAILROAD**

# EVERYBODY WINS WITH U. S. SHOR-KWIK®

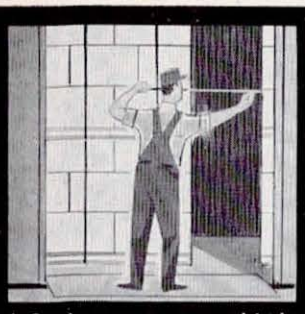
## INFLATABLE DUNNAGE

US RUBBER SHOR KWIK INFLATABLE DUNNAGE

WEIGHTS SHOWN ARE APPROX.

The best thing that is happening to damage claims (according to the railways and responsible shippers) is that they are being rapidly eliminated, due to the growing use of U. S. Shor-Kwik. This inflatable and inexpensive dunnage eliminates the need for braces and steel straps, conforms to cargo shifting, speeds up loading and turnaround time, and prevents damage, not only to cargo, but to sides and floors of cars.

Recommend U. S. Shor-Kwik to your shippers, for, remember, everybody wins when U. S. Shor-Kwik is on the job. Railways are faced with fewer damage claims, the shipper is able to deliver satisfaction and the ultimate consumer gets what he ordered, on time and in A1 condition.



1. Center space, or void, is measured to determine how many Shor-Kwik units are needed.

2. Shor-Kwiks are partially inflated for greater ease of handling, quick insertion into position.

3. Required number of Shor-Kwiks, inflated to semi-flexibility, is set into snug-fitting position.

4. Shor-Kwiks are fully inflated to absorb impacts, prevent shifting, protect cargo against damage.

**BELOW ARE THE NAMES OF SOME OF THE AMERICAN CONCERNS WHICH ARE NOW USING U. S. SHOR-KWIK INFLATABLE DUNNAGE.**

American Steel & Wire Co.
American Tobacco Company
Champion Paper
Container Corporation of America
Continental Can Company
Crown-Zellerbach
DuPont
Eastwood Nealley
Ecusta Paper Company
Fibreboard Paper Products
Fisher Body
Hershey Chocolate
Geo. A. Hormel & Co.
International Paper Corp.
Johns Manville
S. C. Johnson & Son
Kimberly-Clark Corp.
Thomas Laughlin Co.
Lord Baltimore Press
Marathon Corporation
Masonite
Minnesota & Ontario Paper Co.
Nestles Chocolate
Norfolk & Western Railway
North Carolina Pulp Co.
Plywood Mfrs. of California
Puget Sound Pulp & Timber
The Quaker Oats Co.
St. Paul & Tacoma Lumber Co.
St. Regis Paper Co.
Security Steel
Stone Container Corp.
O. A. Sutton
U. S. Gypsum Company
U. S. Plywood Corp.
U. S. Steel Homes
Waldorf Paper Co.
West Virginia Pulp & Paper
Weyerhaeuser Timber Co.
Whippany Paperboard Co., Inc.

US RUBBER **United States Rubber**

Providence, Rhode Island

# You Ought To Know...

**Chicago's suburban railroads** are dead set against subsidy—but the State Mass Transportation Commission may still come up with some form of public aid for transit. Among the proposals being considered: legislation empowering counties or transit districts to levy a real estate tax to finance either subsidy or purchase of commuter lines. A final report on commission recommendations is due April 24.

**Firemen will be eliminated** from yard and freight operations on the Canadian National if the recommendations of a conciliation board are placed in effect. CNR has accepted the report. The BLF&E hasn't acted on it. Elimination of the firemen would be by attrition. Employment and seniority rights of presently employed firemen would be maintained. Wage increases totaling 9.5% over a three-year period are also part of the board's recommendations.

A **three-year agreement** providing wage increases totaling approximately 10% has been negotiated by the Canadian Pacific and the BLF&E. Rules changes were minor. The diesel fireman issue, which the BLF&E sought to revive, isn't involved at all.

**An industrial site** of 750 acres is being purchased by the Bessemer & Lake Erie in Hempfield and Delaware Townships, Mercer County, Pennsylvania. The B&LE feels that it can attract industry to the site because of its good rail and road connections and its accessibility to Pittsburgh, Youngstown, Cleveland and Erie.

**Thirty-two** trucking companies have signed up with Chesapeake & Ohio for piggyback service between Chicago and Detroit and Chicago and Cincinnati—and more are expected to join the switch to TOFC. First runs were made March 20.

**"Substantial increases"** in second quarter carloadings are foreseen by the New England Shippers Advisory Board. The board estimates April-May-June loadings at 117,178, compared with 113,027 for the corresponding 1958 period.

**Repeal** of North Dakota's surplus crew law may be subjected to a statewide vote, via a referral action. Rail unions are planning the step to upset legislative approval of a bill which removes the third brakeman from freight trains of over 40 cars (RA, March 23, p. 7).

**Rock Island** has abandoned a proposal to suspend pick-up and delivery service on LCL traffic in two states. Texas and Louisiana points would have been affected, had RI followed through on the suspension idea.

**Legislators' reluctance** to tamper with New York's full crew law may doom that portion of Governor Nelson Rockefeller's railroad relief program. The program—which also involves tax relief and the leasing of state-financed commuter equipment to railroads (RA, March 23, p. 9)—is now before the legislature. The Senate Republican majority immediately indicated it would not make the full crew changes this session.

LAST NYC Hudson River ferry plying the 130-year-old run between New York City and Weehawken, N. J., has sailed into oblivion. Central ended the run last week, hours after the Supreme Court had refused to reconsider a decision upholding the discontinuance. Meanwhile, 5,000 commuters using the ferries were left with alternate bus service—and the hope that the Hudson River Day Line might take over the run. NYC put its loss on the run at $1,200,000 a year.

**Union tactics** of "resisting technological change and attempting to discredit the railroads in the eyes of the public" is the "least constructive" approach to the industry's problems, J. W. Oram, Pennsylvania vice president—personnel, told an American University Transportation Institute panel in Washington, D. C. He urged that labor join the railroads in asking for a government commission to study work practices.

**Municipal ownership** and operation of railroad passenger terminals (such as New York's Grand Central Terminal and Pennsylvania Station) was proposed by Cornell University Professor John B. Hutchins at an urban transportation conference in Ithaca, N.Y. Object: to open all terminals to all railroads, and permit unification of commuter trains with city transit services.

**The "California Zephyr"** is 10 years old. Over the period, the dome-equipped streamliner has carried a passenger load averaging 89.4% of capacity year-round. The "Zephyr" has run more than 18,500,000 miles, has carried more than 1,500,000 passengers. Burlington, Rio Grande and Western Pacific have some $18,000,000 invested in the six sets of equipment which make up the train.

**Illinois Central is planning** three new industrial development areas in the Chicago metropolitan and suburban districts. More than 200 acres will be available for development in the Lake Calumet area, site of Chicago's principal Seaway port. Other developments are planned near IC's Markham Yard and Burnside Shops.

**Burlington** has finally won authority to discontinue its last remaining passenger service between Creston, Iowa, and the Iowa-Missouri state line. The Iowa Commerce Commission authorized the road to drop the motor car trains, provided accommodations are maintained in two mixed freights. Burlington won permission to discontinue Sunday operation of the Creston passenger run back in 1954, but lost a case for complete abandonment in January 1958.

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Baldwin Diesel Electric 120 Ton, 1000 H.P. Switcher. Rebuilt 1955, less than 2000 hrs since rebuilt. Bargain Price. STRIEGEL SUPPLY & EQUIPMENT CORP., 307 Jack Street, Baltimore 25, Maryland. Phone ELGIN 5-7922.

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# To Get 'Perfect'—Make It Pay

Everybody is against loss and damage to freight—in the same way that they're opposed to accidents and Communism. The problem is not one of getting their moral support. It's the much harder one of inducing them to do the things they already know they ought to do.

The goal of "perfect shipping" will come along much faster when economic inducements are more widely used as a reward for avoiding loss and damage.

The railroads, under the law, are liable for "the full actual loss, damage or injury" to freight entrusted to them for transportation. There is a provision for so-called "released value," whereby recovery for damage may not exceed a certain maximum. Such a provision can, however, be incorporated in a tariff only when "expressly authorized or required by order" of the ICC.

The fact of the matter is that costs of transportation and insurance costs are two different breeds of cats. To the extent that rates tend more and more to be based on costs, there is good reason why the insurance cost should be computed, and perhaps quoted, separately from transportation cost.

As far as transportation alone is concerned, it probably doesn't cost much more to haul a carload of expensive machinery 1,000 mi. than it does to haul a carload of wheat between the same points. But the insurance risk is astronomically higher in the case of the machinery than in that of the wheat. Two causes contribute to the difference—(1) the machinery is more delicate, hence more likely to suffer in-transit injury; and (2) the dollar loss from damaged machinery is higher than that of a carload of wheat that gets spilled.

With all this modern machinery—equipped with electronic devices and what-have-you—rates which were appropriate for simpler pre-war equipment are likely to be insufficient to allow adequately for the insurance risk. If rates were scaled upward or downward, accurately reflecting their relative insurance risk—railroads would be put on notice (now often lacking) to take commensurate precautions in handling.

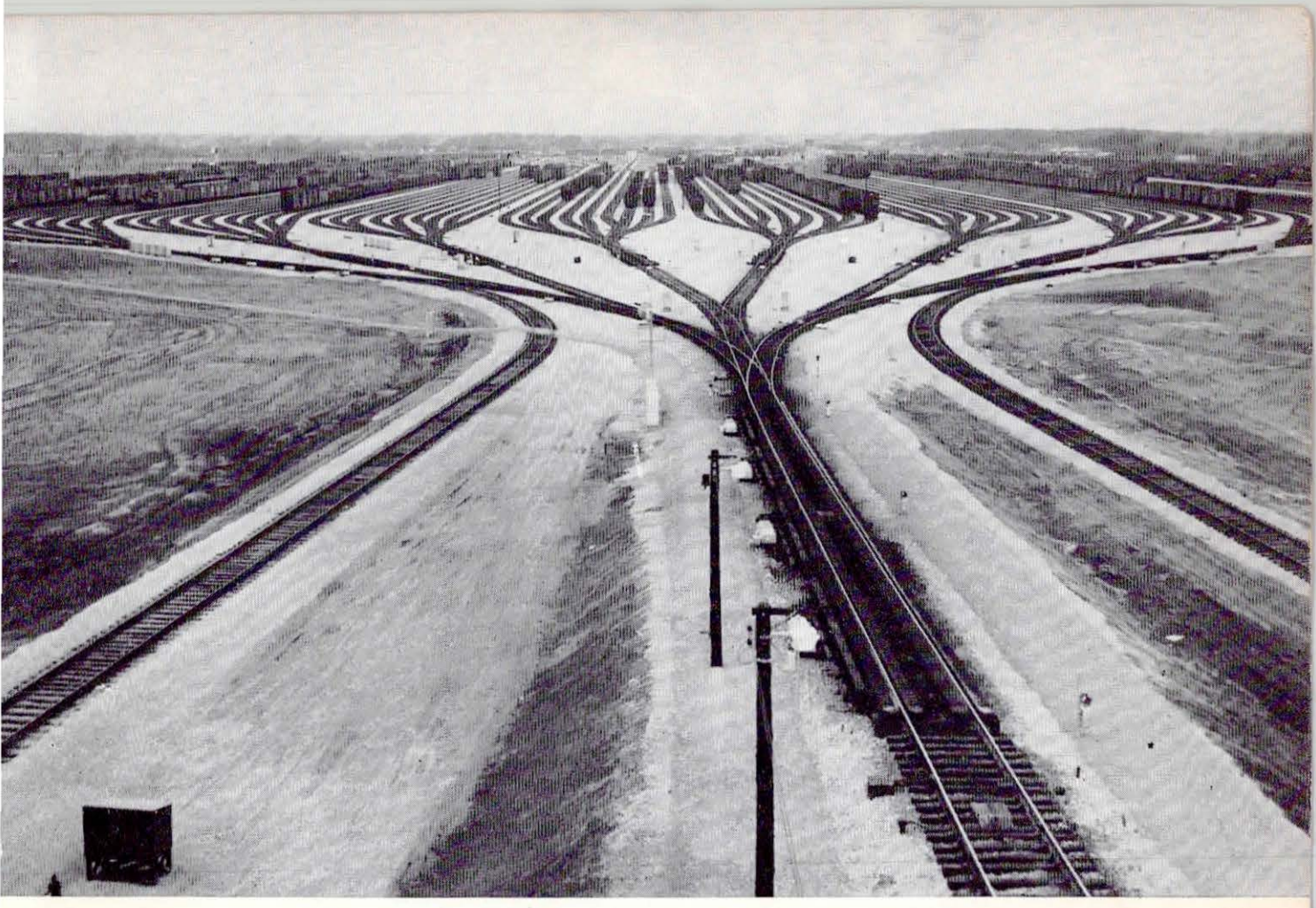
The great bulk of damage claims, however, still arise from those commodities which are fragile by nature. For example, claims on melons are averaging $6.48 per ton; on chinaware $3.57; plumbers' goods $3.30; stoves $2.78; drain pipe $2.66; furnaces and radiators $2.61; refrigerators $2.48; new furniture $2.22. Total claims on these eight commodity groups came to $17.4 million in 1957.

•

These commodity groups—while comprising less than 0.3% of tonnage originated—account for more than 14% of all damage claims. Improvement in the performance on these commodities warrants all the attention that shippers and carriers can give it—to their mutual advantage.

Take cantaloupes, for instance, a persistent offender. The Package Research Laboratory, in Rockaway, N.J., has developed a new method of packing them. Tested in 1957 on some 60-odd cars, the new pack is reported to have reduced "recoopering and bad order arrivals by up to 75%." With damage to this running over $2 million a year, that single development could conceivably cut claims by more than $1.5 million.

**ECONOMIC INCENTIVES:** Where improvement in economic performance is the goal, economic incentives usually offer the most effective means to its attainment. Both shippers and carriers could profitably examine more closely the areas in freight claims where rewards for superior performance are feasible. It is good business to offer anybody—railroad or shipper, or employees of either—an incentive of 50¢, wherever the result will be a dollar's worth of precaution.

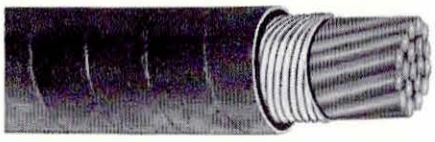


NYC's Robert R. Young classification yard at Elkhart, Indiana has eight nine-track units—a total of 72 tracks that can provide "soft-touch" handling of 3,540 cars a day. Okonite Type CM Cables are the connecting links that help keep the yard's electronic "thought center" automatic—and profitable.

# How Okonite Type CM Cables assure automatic classification for the Central... save time and money, too

Nearly 100,000 feet of Okonite Type CM* Cables were buried along the tracks of the New York Central's new Robert R. Young Yard at Elkhart, Indiana. These are the vital links between the yard and its "brain"—an electronic computer—which makes automatic classification possible and profitable.

There's no room for failure in an operation built to handle 3,540 cars a day. That's why Type CM Cable was specified. Built specifically for underground installation Type CM is a light-weight, metallic tape armored protective covering for signal, control and power cables. It consists of a 5 mil, helically-wrapped corrugated bronze tape further protected with a substantial sheath of Okoprene



(Type CM-OT) or, in many instances, with a sheath of Okoseal (Type CM-PF) depending upon environmental conditions. This gives unusual compressive strength and makes it termite proof, rodent resistant, easy to handle (light-weight, flexible), not affected by soil conditions, heat, freezing temperatures or the elements.

Look into Okonite's Type CM Cables for all *your* vital circuits; stock one cable for direct burial, aerial, rack or duct use. Follow the lead of the Central . . . put Okonite Type CM Cable to work for you. Write for Bulletin RA 1121, to The Okonite Company, Passaic, New Jersey.

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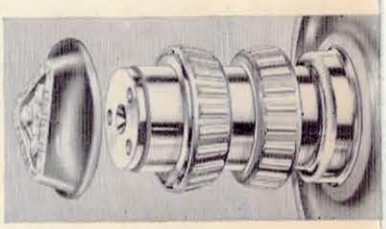

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